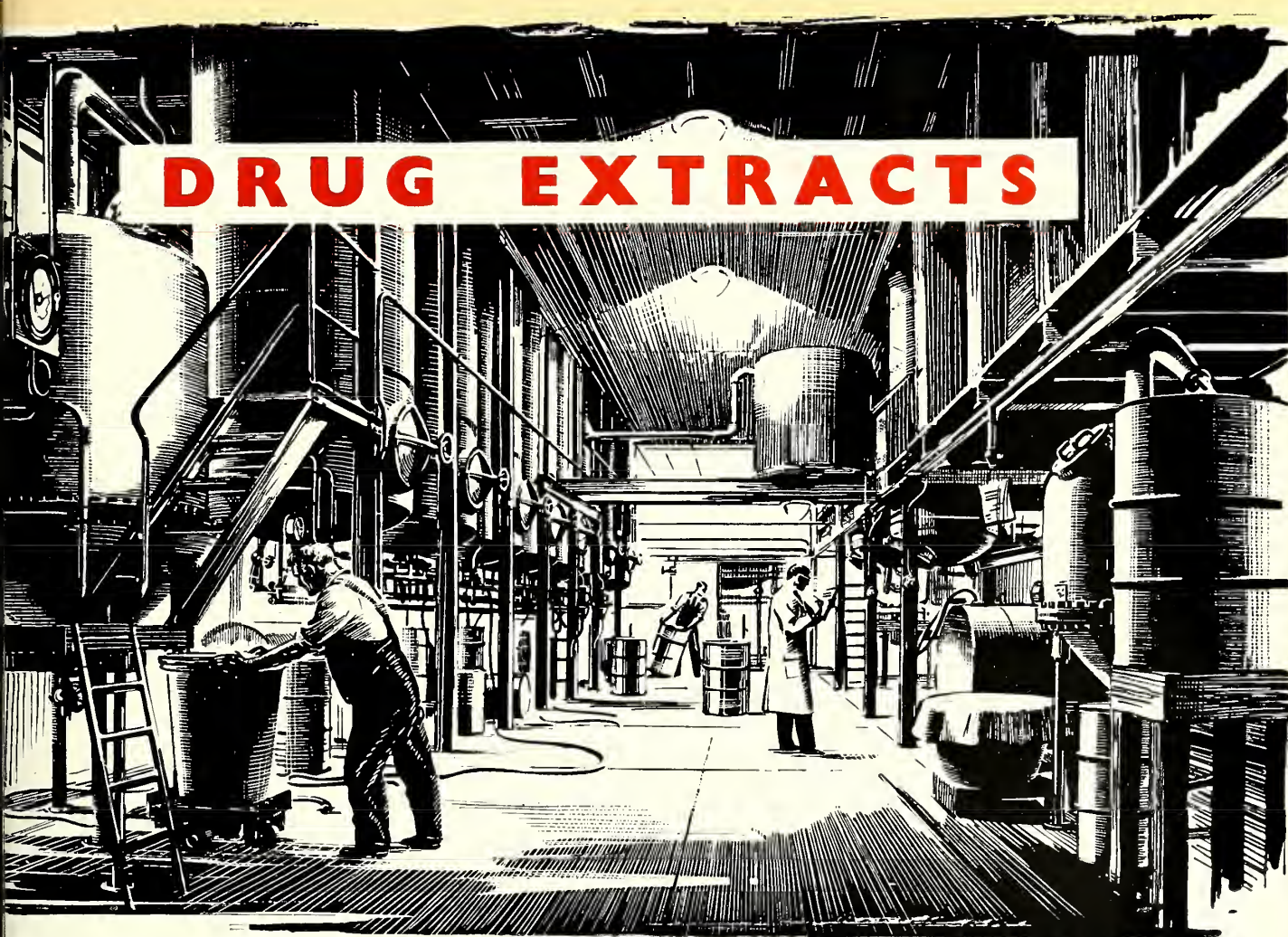


# *The* **CHEMIST AND DRUGGIST**

For Retailer, Wholesaler and Manufacturer

NOVEMBER 16 1957



**DRUG EXTRACTS**

StaffordAllens offer the longest experience in the preparation of fine medicinal extracts. Our high vacuum concentration process ensures full therapeutic activity. We manufacture liquid, granulated, powdered and standardized extracts; also concentrated extracts for the preparation of tinctures, infusions, liquid extracts, ointments, confections, etc., etc.

May we quote you for your requirements?

**STAFFORD ALLEN & SONS LIMITED**





# Reminder

*Nov 30*

*is the last day  
for ordering*

## Potter's BONUS PARCELS

### POTTER'S CATARRH PASTILLES & CRYSTALLISED CATARRH PASTILLES

One tin in every dozen FREE on minimum parcels of 3 dozen of either variety or assorted.

### POTTER'S ANTASMA TABLETS

One carton in every dozen FREE on minimum quantities of two dozen cartons of the small size, together with one dozen of the large size.

### POTTER'S PHARMACEUTICAL PASTILLE RANGE

An attractive DISPLAY STAND and 9 tins of Pastilles FREE with every MINIMUM ORDER of 9 DOZEN TINS. IN ADDITION — an EXTRA BONUS of 1 dozen tins of Potter's Catarrh Pastilles given FREE with every minimum order.

*So order now through your usual wholesaler, please*

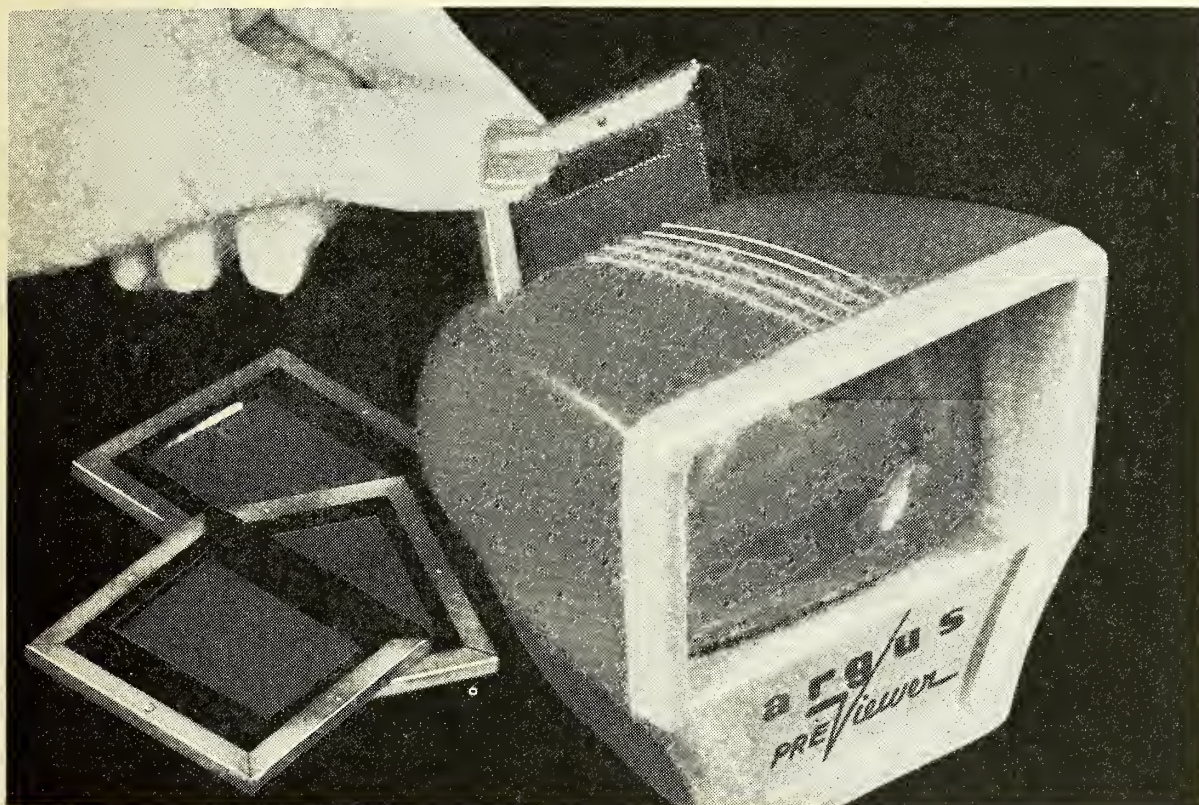
POTTER & CLARKE LTD · RIVER RD · BARKING · ESSEX · Tel: RIPPLEWAY 3041



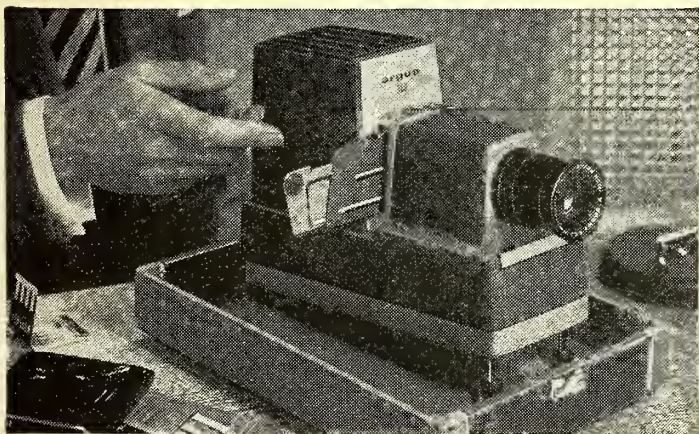


A prosperous Christmas with

# HANIMEX PRECISION PRODUCTS



**The Argus Previewer.** The smartest portable viewer on the market—and specially packed for Christmas selling and displaying. Advertised—and sold—nationally. Price **£3.15.0**



## The Argus 300 High-Definition Projector

A very popular projector all the year round—but especially when your customers start thinking about Christmas entertainments.

Price **£21.19.6**

Smart Carrying Case **£3.12.0**

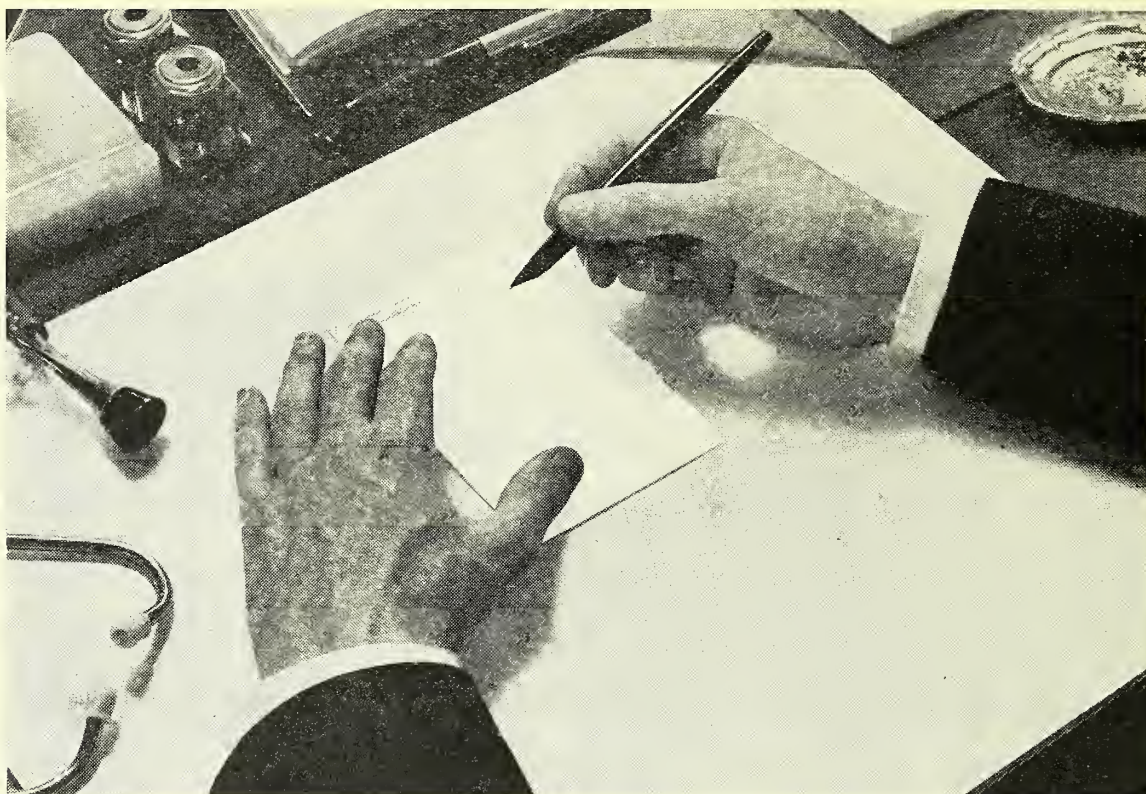
Adaptor for Airequip automatic changer **7/6**

**It pays to stock HANIMEX at Christmas**

HANIMEX (U.K.) LTD., 345 CITY ROAD LONDON, E.C.1. Telephone: Terminus 7424/7

A





## He simply writes 'Codis' now

Doctors have long been aware of the value of compound analgesic preparations for the relief of susceptible pains and discomforts.

Now, it is generally agreed, a further advance has taken place in the analgesic field. Codis provides all the virtues of Tab. Codein. Co. B.P.—and more.

In Codis, agents have been added to solubilise

the aspirin base of Tab. Codein. Co. In water, Codis provides—with codeine and phenacetin—calcium aspirin.

It is substantially neutral, and is therefore extremely well tolerated.

For these reasons the medical profession has widely endorsed Codis. You will find yourself dispensing it increasingly often.



## CODIS<sup>REGD.</sup>

*Composition. Each Codis tablet contains: Acid Acetyl-salicyl. B.P. 4 gr., Phenacet. B.P. 4 gr., Codein. Phosph. B.P. 0.125 gr., Calc. Carb. B.P. 1.2 gr., Acid. Cit. B.P. (exsic) 0.4 gr.*

**CODIS IS NOT ADVERTISED TO THE PUBLIC**

**DISPENSING PACK** (Purchase Tax Free). 500 tablets in distinctive gold foils of 10 tablets each, 25/- per box.

**PUBLIC SIZES.** Pack of 20 tablets (in foil), 2/8 inc. P.T.; 8 tablets, 1/4 inc. P.T.

RECKITT & COLMAN LTD., HULL & LONDON, PHARMACEUTICAL DEPT., HULL



## Mr. Smith takes top marks

Just to be "known" will not do for Mr. Smith. In terms of goodwill, that may mean very little. He puts himself to a sterner test. He asks himself, "How well is 'J. Smith' known, and by how many?"

Now in such a test Mr. Smith really takes top marks. He is very well known. And what is more, he deserves to be. Even one visit to his pharmacy may mean that during the following few weeks a customer, taking his pills or tablets as prescribed, is reminded of Mr. Smith no fewer than 100 times!

### GOODWILL AT LOW COST

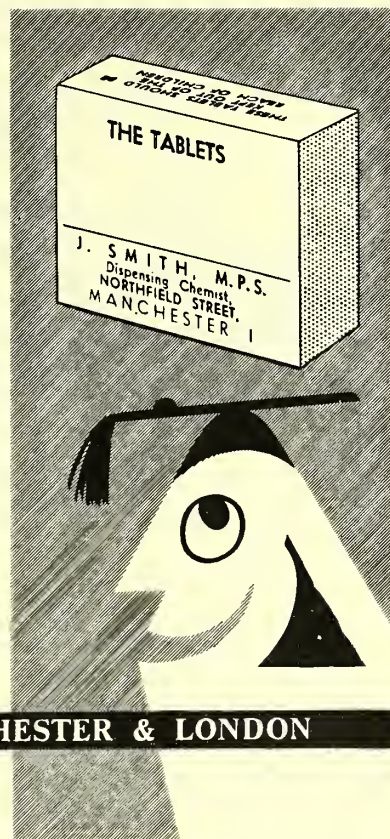
Mr. Smith has many such customers just now. He thus gets all the benefit of an intensive propaganda campaign without the trouble of one, or the cost. How? By having his name printed on his Certor Dispensing Cartons. He becomes well known, he builds up goodwill, at an extra cost (would you believe it?) of . . . 3/- per 1,000!

\* Certor Counter Satchels can also be printed with your own name at small extra cost. Samples of both cartons and satchels on request.



**MACDONALD & SON LTD. of MANCHESTER & LONDON**

Portland Mill, Ashton-under-Lyne, Lancs. Tel.: Ashton 4422 (10 lines).  
25 Holywell Row, London, E.C.2. Tel.: Bishopsgate 4809 (2 lines).



## SELL THE SUNLAMPS THEY PREFER

### ▶ ACTINEA AND SUPER ACTINEA ◀

Two sunlamps of a power sufficient for clinical use: high output of both infra-red and ultra violet. Handy and compact. Backed by National Advertising.



**SUPER ACTINEA.** High pressure 150 watt arc quartz tube. Ultra Violet and Infra Red can be used separately by means of a special plug. Complete safety, compact size (13" x 7" x 4" folded) £15.15.0d.



**ACTINEA.** High pressure 150 watt mercury arc quartz tube: independent 400 watt black body element: selector switch for Ultra Violet combined or Infra Red alone. Size (5" x 6" x 9 1/2" folded) £12.12.0d.



**PERIHEL LTD**

146 NEW CAVENDISH STREET · LONDON W.1

MEMBER OF THE K.G. (HOLDINGS) LTD. GROUP OF COMPANIES



Now is the time to stock



Your customers can be immunised from colds and flu this winter if you bring

**ESObactulin**

to their notice — *now*

**Bonus 13 to the dozen**

*Display it on your counter*

**SOUTHON LABORATORIES LTD.**  
84-88 UPPER RICHMOND ROAD, LONDON, S.W.15

Show 'Elasto' — It Sells on Sight

**Elasto**  
THE BIOCHEMIC TABLET

Your profit —  $33\frac{1}{3}\%$  on each sale!

**BURROUGH'S  
ABSOLUTE ALCOHOL**

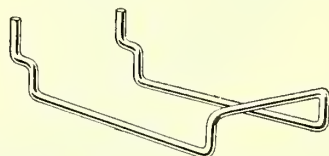
JAMES BURROUGH LTD. 1 CALE DISTILLERY LONDON S.E.11

**Culmak**

SHAVING BRUSHES

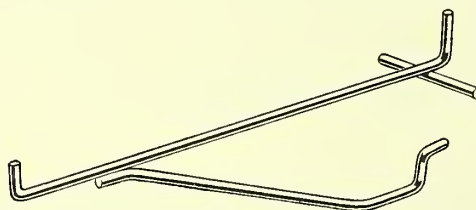
**WELL DISPLAYED — QUICKLY SOLD!**  
**PEG BOARD FITTINGS** for most purposes

ASK FOR LEAFLETS DA/3/PB2 AND DA/4/PB3



**No. 4772**

Nickelled support  $1\frac{1}{2}$  in. wide for powder compacts, small packs. Also No. 4774—4 in. wide, for larger articles.



**No. 4779**

Nickelled strut to support 6 in. x  $\frac{1}{2}$  in. shelving or large packs.  
Also No. 4778 strut for 4 in. x  $\frac{1}{2}$  in. shelving.



**No. 4781**

1 in. tapered plastic peg in red, green and white for light articles or decorations.



**No. 4752**

Blue clip with expanding band for small bottles, etc.

WHOLESALE ENQUIRIES INVITED  
YOUR USUAL SUPPLIER WILL GLADLY DETAIL

**M\*Y\*E\*R\*S**  
**DISPLAY APPLIANCES**

**M. MYERS & SON LTD.,  
OLDBURY, BIRMINGHAM**

TEL: BRoadwell 1302-3-4-5

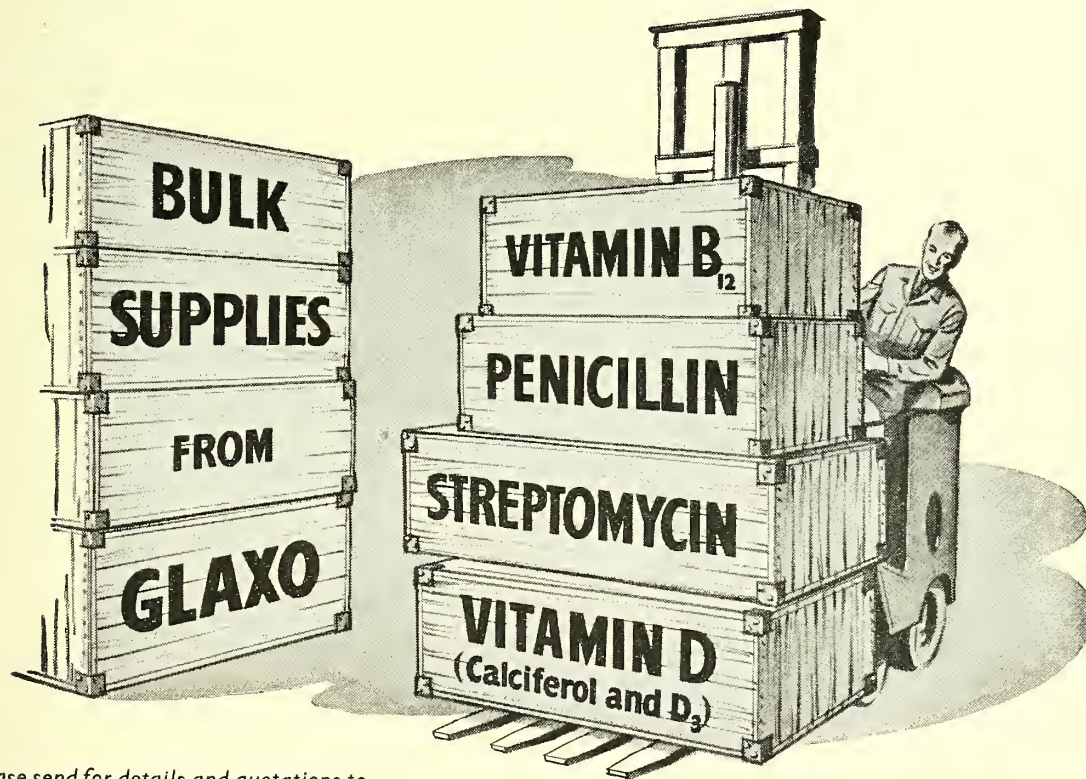
LONDON OFFICE: 4 New Zealand Avenue,  
E.C.1. TEL: MONarch 7964.



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Please send for details and quotations to

BULK SALES DEPT., GLAXO LABORATORIES LTD., GREENFORD, MIDDLESEX BY ROn 3434





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**COX**

**Manufacturers of**

**PHARMACEUTICAL PREPARATIONS**

**for those who place quality first**

**ARTHUR H. COX & CO. LTD.****BRIGHTON · ENGLAND**



This Moorland character you've seen so often on TV and in the National Press is creating record-breaking sales for Moorland Antacid Indigestion Tablets. Transfer the impact of this forceful advertising right into your pharmacy by displaying this striking Moorland showcard — a truly eye-catching 'reminder' of this popular remedy.

**Remember Moorland Indigestion Tablets are sold by the million — BUT ONLY BY CHEMISTS.**

*If you haven't received this Moorland sales aid, please send us a postcard.*





# Important Announcement

HOSPITALS, HEALTH SERVICES, MEDICAL JOURNALS

report their findings on . . .

## ROYAL JELLY "Fontaine"



Here they are :

"Fontaine" Royal Jelly is to be strongly recommended for the therapy of Arteriosclerosis.

*Progress of Medicine 18 July, 1957*

"Fontaine" Royal Jelly represents a valuable advance in physical medicine.

*Munich Medical Weekly No. 20, 1957*

"Fontaine" Royal Jelly has proved itself to be a success used in treatment for insomnia, complaints due to old age, stress and anxiety states. It is possible to achieve far-reaching normalization of the functions of the body.

*Journal for Medical Cosmetics No. 4, 1956*

Reprints in full, of these reports, with case histories, will be sent without charge.

- **Special Note:** These guaranteed reports relate only to "FONTAINE" Royal Jelly prepared by Dr. Holzinger, in Vienna.

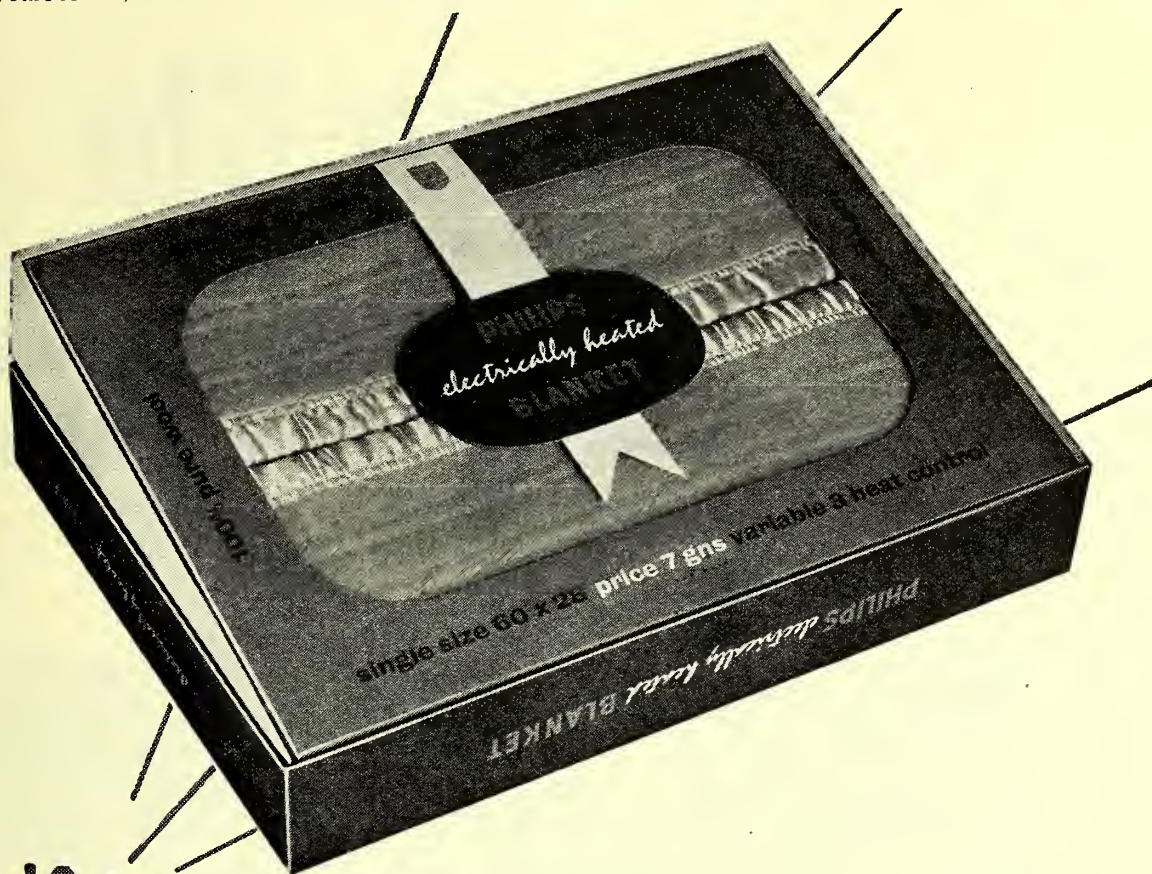
INDICATIONS : Stress and anxiety states, arteriosclerosis, disorders in the climacteric, insomnia and complaints due to old age, disturbances of circulation, leg ulcers, malnutrition, mammary hypoplasia, digestive ailments, obesity, etc.

PRICES ON REQUEST

**AGENCIES** are still available in several Commonwealth countries. Applications should be made to the Sole Concessionaire for Great Britain and the Commonwealth:—

**TOM HOBSON, 46 Crooked Billet, London, S.W.19** Tel: WIMbledon 0402





## Popular new TV star!

This is the star to hitch your sales to—the new Philips Electrically Heated Blanket. For this is the blanket with *all* the advantages: 100% pure wool, 3-heat temperature control, beautiful finish, ample size, exceptional safety and the reliability always associated with Philips.

What's more, the eye-catching pack has been specially designed for immediate store display. At 7 gns. (including P.T.) for the single size and 11 gns. (including P.T.) for the double, the new Philips Electrically Heated Blanket is already in big demand. Make sure you stock and display it too—it's a sure seller!

### Nation-wide TV Campaign

It has been proved that demonstrating this type of product is the best way of selling it—so that's just what we're doing. On all Commercial TV networks—London, the Midlands, the North and Scotland—Philips Electrically Heated Blanket is playing a star part this Autumn. The result? Sales and plenty of them! Be sure to get your share.

## PHILIPS *electrically heated* BLANKETS

*All-wool warmth • All-wool safety*



B.S. 2612 Lic. No. 2659.  
These Blankets conform to  
all the requirements of the  
British Standards Institution.



PHILIPS ELECTRICAL LTD.  
Century House • Shaftesbury Avenue • London • WC2

(EL786B

B



# Brown-Glo

FROM L'OREAL · PARIS

The **NEW** semi-permanent colouring that  
restores completely **NATURAL COLOUR** to  
**GREYING HAIR**



COLOR-GLO created a vast new hair-colouring market amongst younger women. Now comes BROWN-GLO, a sister product which conceals grey hair.

The first of its kind in the world, BROWN-GLO will bring about another hair colouring revolution. At last, a woman with unwanted greying hair can buy a semi-permanent hair colouring that will conceal her grey hair absolutely naturally, and have all the following reassuring advantages.

- \* It is not a dye—not a rinse.
- \* It is absolutely harmless, and foolproof.
- \* It survives shampooing and lasts 4 to 5 weeks before requiring renewing.
- \* Although it conceals her greying hair, the user still retains her natural colouring.
- \* Because it is semi-permanent, she can return to her natural grey.
- \* BROWN-GLO cannot rub off on clothes or pillows or run when wet.
- \* It's good for the hair—improves its condition.
- \* It does not affect permanent waving.

Millions of women have unwanted grey hairs. Every one is a potential user of BROWN-GLO, and once they begin to use it, they will go on buying it every 4 to 5 weeks.

There is big new profit for you—make no mistake about that. A great volume of sales is a certainty. All the drive, sales "know-how" and successful advertising technique that made COLOR-GLO a big seller from the word go is behind BROWN-GLO.

On November 17th, a great advertising campaign opens up. On the opposite page you will see its strength—be able to judge its compelling nature.

On Monday, 18th November, grey haired women all over the country will be asking for BROWN-GLO. You must have some on your counter by then. Order from your Wholesaler now, he has stocks available.

## Brown-Glo

Trade price 28/10 per doz.  
plus 90% tax

Retails at 5/9 per tube.

Packed in a tube inside an individual display carton with instruction leaflet and sponge applicator.

There are six shades, which we suggest are ordered in the following proportions:

Mid Brown	25%
Mid Warm Brown	15%
Dark Brown	20%
Dark Warm Brown	15%
Light Brown	12½%
Light Golden Brown	12½%

\* \* A SISTER PRODUCT OF COLOR-GLO



17th NOVEMBER . . . Great Advertising Campaign  
breaks. 12,000,000 women will be reached by the  
extensive opening  
campaign in  
the Sunday  
press . . .

Here  
is the first  
advertisement

(approx.  $\frac{2}{3}$  actual size)

SUNDAY PICTORIAL  
SUNDAY EXPRESS  
SUNDAY DISPATCH  
SUNDAY GRAPHIC  
WOMEN'S SUNDAY MIRROR

And the pressure will be kept up  
throughout next year with full  
colour half pages in great circula-  
tion women's magazines such as  
"Woman" and "Woman's Own".

From your usual wholesaler or from:  
Golden Limited, 7 Grosvenor Street, W.1.  
Telephone: HYDe Park 1671/6.

From Paris.. Great News for women with

## GREYING HAIR

whether it's just begun, or is well on the way



You'll look ten years younger  
when your grey hairs are back to  
their natural colour.

Now you can conceal your grey hairs semi-permanently,  
... without changing your own natural colour

The natural effects of this new discovery  
last through many shampoos.

HOWEVER YOUNG-LOOKING your face, however  
trim your figure, even a few grey hairs will make  
you seem older. But now comes the answer for  
every woman who wants to retain her youthful  
appearance—BROWN-GLO, a new exciting product  
from the famous hair research laboratories of  
L'Oreal, Paris.

The first of its kind in the world, BROWN-GLO  
means that no woman from now on need resign  
herself to the ageing effects of greying hair.

BROWN-GLO is not a dye, and it is not a rinse, but  
is an absolutely harmless semi-permanent colour-  
ing entirely natural in appearance. Your own  
natural colour is not changed. If you are dark  
brown, you stay dark brown—if you are light  
brown, you remain light brown. There is no red-  
dening of your hair, no bleaching.

BROWN-GLO simply puts back your own natural  
colouring into your grey hairs, concealing them so  
that they merge completely naturally into the rest  
of your hair.

BROWN-GLO is an easy-to-apply cream—quick  
and absolutely fool-proof.

As BROWN-GLO is only semi-permanent there is  
no difficulty about returning to your own natural  
grey hair if you wish to do so. Not only is it com-  
pletely harmless, but BROWN-GLO is actually good  
for your hair, improving its condition, making it  
shining, soft, supple and easy to deal with. Unlike  
rinses it cannot rub off on hats, clothes or pillows.  
It is unaffected by rain or bathing. Because of its  
conditioning action, Permanent Waves take even  
better.

Thousands of Hairdressers in France and this  
country are already using BROWN-GLO profession-  
ally. All are enthusiastic at the results.

Whether your grey hairs are few or many, do  
not hesitate to use BROWN-GLO. Your grey hair  
will be concealed absolutely naturally, and you  
will look ten years younger.

Select the shade of BROWN-GLO closest to your  
natural colour.

DARK BROWN, DARK WARM BROWN, MID BROWN  
MID WARM BROWN, LIGHT BROWN,  
LIGHT GOLDEN BROWN

# Brown-Glo

SEMI-PERMANENT COLOURING

Colours Greying Hair to a natural shade of Brown



5/9

From all  
Chemists and  
Stores

From L'OREAL, PARIS. Sister product of successful Color-Glo

FASTEST SELLING HAIR COLOURING PRODUCT

BC/1



All your customers will read about the new **RONSON** Shaver with 'Super Trim'

... if you are in the areas  
where these **KEMSLEY**  
newspapers are read

**Evening Chronicle MANCHESTER**

**Newcastle Journal**

**Evening Chronicle NEWCASTLE**

**The Star SHEFFIELD**

**Western Mail**

**South Wales Echo CARDIFF**

**Evening Gazette MIDDLESBROUGH**

**Evening Express ABERDEEN**

AS PART OF a concerted drive for their new 'Super Trim' electric shaver, Ronson have booked large-size advertisements to appear in these and many other local newspapers in the weeks leading up to Christmas. Make sure you are ready for the demand! Remember—almost *all* your customers read the *local* papers. No other form of advertising gives you such a *concentrated* stimulus to sales. Week in, week out, local press advertising helps you move more goods from your shelves.

**KEMSLEY REGIONAL NEWSPAPERS**



*Nature's Remedy for Coughs and Colds*

## LOUGHREY'S SYRUP OF IRISH MOSS



Soothes and gives  
**IMMEDIATE RELIEF**

1/9 size 12/- per doz.	} Plus Tax
3/- size 20/- per doz.	
1/- Pastilles 8/- per doz.	

### SPECIAL BONUS OFFER

14 to dozen on 3 dozen lots or over on all orders on or before 30th November, 1957. Hand-picked Carrageen Moss Loughrey Brand 1/4 size @ 12/- per doz. TAX FREE. CARRIAGE PAID.

**IRISH MOSS MANUFACTURING CO. LTD.**  
421 ANTRIM ROAD, BELFAST. Telephone: 77838

Count on  
**Calsalettes**  
for Sales!

A BIG NEW CAMPAIGN  
for Calsalettes, the well-known  
constipation remedy, started in September  
in the national press. Demand will increase  
—be ready for it!

Calsalette advertisements are appearing in the Daily  
Sketch, Woman's Weekly, Woman's Illustrated,  
Everywoman, Modern Woman, She,  
Housewife, Everybody's, Reader's  
Digest.

**TORBET LACTIC OAT CO. LTD.**  
24 GREAT KING STREET, EDINBURGH 3.  
Tel. WAV 38 01



IF YOU ARE LOOKING FOR A TABLET MANUFACTURER TO HANDLE YOUR PRODUCT  
BE IT LARGE OR SMALL, IN THOUSANDS OR MILLIONS, WHY NOT

CONTACT ONE OF THE FOREMOST MAKERS WHO HAVE TAKEN PRIDE IN

MANUFACTURING TABLETS & PILLS FOR MANY YEARS

**RICHARD DANIEL & SON, LTD. DERBY**

Write us at Mansfield Road or ring Derby 40871 (Eight lines)

# Repair Service

## OF ELECTRIC BLANKETS

Denhams' factories have unmatched experience  
in repair and overhaul for the trade of **ELECTRIC  
BLANKETS & PADS** of all makes, British & Foreign.  
**LARGEST AND LONGEST ESTABLISHED  
RAPID 5 DAYS' SERVICE**  
Nationally known for thoroughly reliable and  
inexpensive repairs. Free estimates on request.

Service Department :—

**DENHAMS (NCH) LIMITED**

ST. GEORGE'S WORKS, ALL SAINTS ROAD, LONDON, W.3

★ NORVIC LOW VOLTAGE ELECTRIC BLANKETS  
WERE SELECTED FOR USE BY THE TRANS-  
ANTARCTIC EXPEDITION



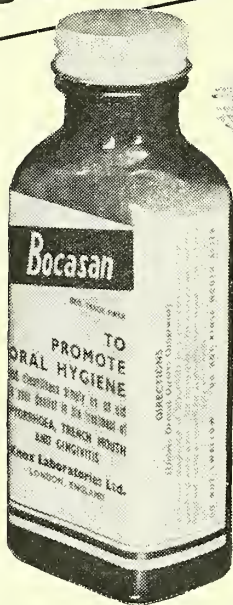
**MAKERS OF Norvic AND  
CORONA ELECTRIC BLANKETS**  
USED THE WORLD OVER





... the new and unique agent for  
nascent oxygen therapy

the safe  
aid to  
dentists  
in treating  
PYORRHEA  
VINCENT'S  
ANGINA  
GINGIVITIS  
STOMATITIS  
CLEANING  
DRY SOCKETS  
EASING  
SCALING



### ★ FOR THE TREATMENT OF PERIODONTAL CONDITIONS

with no side irritations. Ideal for home use.

"Bocasan" is the new safe therapy for prolonged treatment of buccal infections.

Through a special co-crystallization processing Sodium Perborate and Sodium Hydrogen Tartrate are combined in a completely stable compound ready for instant use, releasing  $5\frac{1}{2}$  times more nascent oxygen than Sodium Perborate, B.P.C., alone and with a pH of approximately 8, nearly neutral.

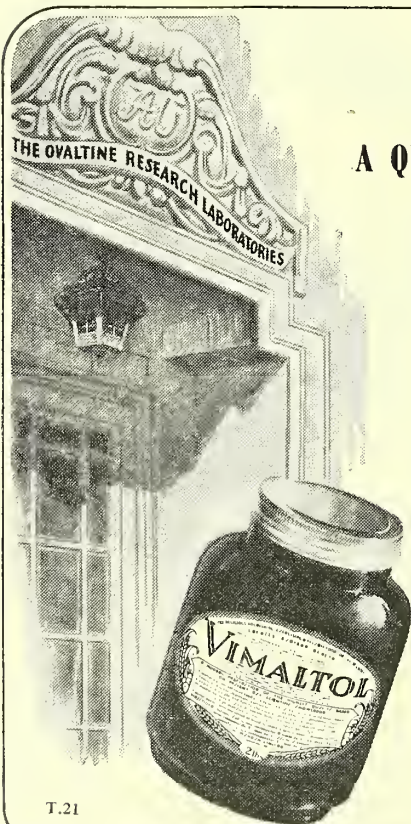
### ★ INFORMATION FOR DENTISTS

All dentists are now receiving a monthly mailing of samples of "Bocasan" and full descriptive literature. They are being advised that "Bocasan" is obtainable at their local chemist. "Bocasan" supplies are also being sent to dental clinics and schools for clinical trial and use.

### ★ ENQUIRIES FOR BOCASAN

Stocks are available at your usual Wholesalers. "Bocasan" retails at 10/- per unit incl. P.T. Your inquiries should be made NOW.

KNOX LABORATORIES LTD. 46 HERTFORD ST. LONDON W.1



# VIMALTOL

A QUALITY PRODUCT OF MODERN NUTRITIONAL SCIENCE

'VIMALTOL' is a concentrated vitamin food, formulated by and prepared under the control of the 'Ovaltine' Research Laboratories—which are actively investigating problems in nutrition and dietetics. They bring to its manufacture a high degree of scientific knowledge and a meticulous standard of hygiene.

'Vimaltol' contains malt extract, yeast, halibut liver oil, vitamins and iron. Every ingredient used is rigidly tested for purity and quality, the final product being accurately standardized for vitamin content.

'Vimaltol' provides valuable nutrients of undoubted assistance to infants, fast-growing children, nursing mothers and to those whose diet is inadequate or unbalanced. It helps to build up strength, weight and the natural powers of resistance. 'Vimaltol' is highly palatable—a decided advantage when recommending it for children.

Standardized to contain in each ounce not less than 2,000 i.u. Vitamin A; 200 i.u. Vitamin D; 0.4 mg. Vitamin B<sub>1</sub>; 0.3 mg. Vitamin B<sub>2</sub> (Riboflavin); 4 mg. Niacin (P.P. Vitamin); 3.3 mg. Iron in a readily assimilable form.

On the **PATA**

Trade Prices : 1 lb. jars 30/6 per doz.; 2 lb. jars 54/- per doz.  
(Exempt from Purchase Tax)

Retail Prices : 1 lb. jars 3/6; 2 lb. jars 6/3

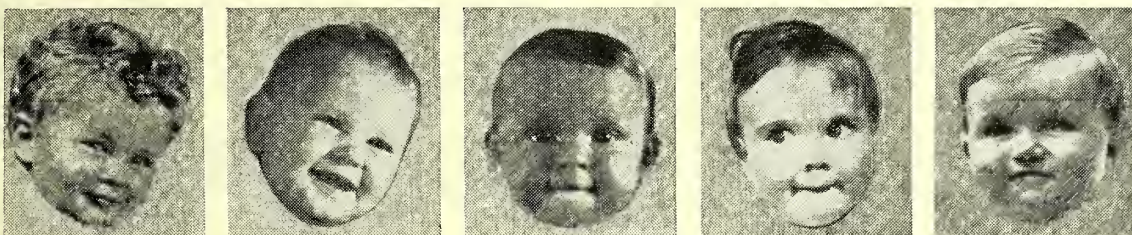
For further details write to:  
A. WANDER LTD.,  
42 Upper Grosvenor Street,  
Grosvenor Square, London W.1.



A Product of the  
'Ovaltine' Research  
Laboratories







You'll see the smiling faces of Cow & Gate babies in the National, Provincial, Medical, Nursing and Magazine Press this month and in the months to follow. We have taken pages and half pages in full colour in "Woman", "Woman's Own", "Tatler", "Queen", "Vogue", "Good Housekeeping" and other Magazines with a special appeal to your customers.



Millions of viewers will see our new television advertising campaign which starts on November 18 and is appearing on all networks.

Stock up now to meet the demand!

For promotion matter and attractive new full colour plastic processed Showcards please apply to:

Cow & Gate Ltd.  
Guildford, Surrey





# CHRYSAROBIN

*A "TREE OF LIFE" PRODUCT*



CARNEGIES  
CHRYSAROBIN

*Manufactured at our  
Garden City Factory  
and distributed  
to all  
world markets*

**CARNEGIES OF WELWYN LIMITED**

*Manufacturers of Fine Chemicals* **WELWYN GARDEN CITY • ENGLAND**

Telephone: WELWYN GARDEN 5001 (10 lines)

Cables: CARNEGIES, WELWYNGARDEN CITY TELEX

Telex: LONDON 28676



**KIRBY  
OF LONDON**

**our  
business  
is...**

**PHARMACEUTICAL  
MANUFACTURING**

**OWN MATERIALS  
PROCESSED  
SPECIAL FORMULAE  
PREPARED**

**PACKED  
PHARMACEUTICALS**

**PESSARIES · SUPPOSITORIES  
SOLUTION TABLETS · EYE  
OINTMENTS · SOFT GLYCERINE  
LOZENGES**

**PILLS  
TABLETS  
CAPSULES**

**STERILE PRODUCTS  
PENICILLIN  
PREPARATIONS**

**HOME & EXPORT  
ENQUIRIES  
INVITED**





# MILLIONS

## Christmas

**...FOR PRIVATE CHEMISTS!**

November 17th is an all-important date for the private chemist. It sees the launching of the first N.P.U. Television Campaign, designed to win record-breaking Christmas business for the independent pharmacist. Taking part in this ambitious publicity campaign will be some of Britain's best-known makers of toiletries and chemists' Christmas goods whose products will be *individually* featured in a powerful series of 15-second TV spots. Each of these spots will convey the theme—"For the brightest Christmas Gifts, look in at your family chemist!"—and there will be forty-five showings in the London, Midland and Northern regions covered by ITV. In this way, there will be a potential audience of many million viewers in the course of the campaign... each one an opportunity for *extra* sales this Christmas!

How can *you*—the private chemist—contribute most to the success of this new campaign? By checking your stocks of all the products listed opposite... by ensuring that you have ample supplies to meet appreciably increased demands... by giving powerful window and counter displays of these popular Christmas lines! Remember, there's little time to lose—for the campaign opens on November 17th and continues throughout the period of peak Christmas buying until December 20th. This is *your* TV Campaign—so give it your very fullest support.



**NPU**

THE SYMBOL OF THE INDEPENDENT CHEMIST



# OF opportunities

The following Companies are taking part  
in the first N.P.U. Television Campaign. Products  
to be featured are shown in brackets:

**ADDIS LTD.**  
(Hair Brushes)

**BOURJOIS LTD.**  
(Evening in Paris Gift Set)

**CUSSENS SONS & CO. LTD.**  
(Imperial Leather and other Gift Sets)

**WILLIAM FREEMAN & CO. LTD.**  
(Suba-Seal Hot Water Bottles)

**J. GROSSMITH & SON LTD.**  
(White Fire Gift Set)

**RICHARD HUDNUT LTD.**  
(Style Home Permanent)

**MAX FACTOR LTD.**  
(Gift Set)

**MORNY LTD.**  
(Gift Set)

**PARKE DAVIS & CO. LTD.**  
(Euthymol Toothpaste)

**PHILIPS ELECTRICAL LTD.**  
(Philishave Dry Shaver)

**THERMOS LTD.**  
(Vacuum Jug)

**YARDLEY & CO. LTD.**  
(Gift Set)

Identify your pharmacy with the TV Campaign by  
displaying this symbol—it's on the showcards and  
window transfers already distributed to N.P.U. Members.

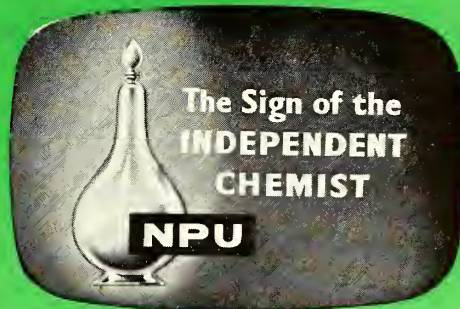
Here's a preview  
of the N.P.U.  
CHRISTMAS  
TV CAMPAIGN!



Each film opens with an exterior view of  
a typical private pharmacy—prominently  
displaying the new N.P.U. Symbol.



Next—the interior of the pharmacy, where  
one of the special gift lines is shown and  
briefly discussed.



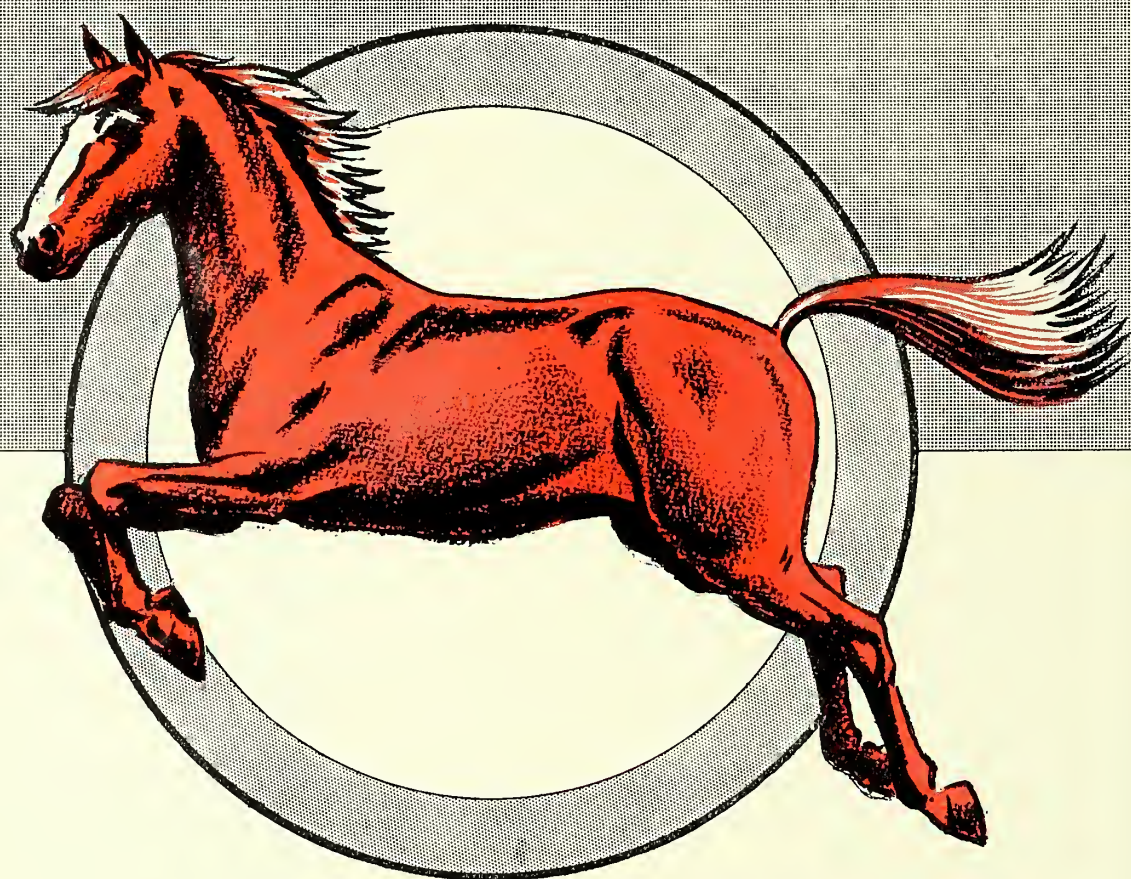
Finally comes the timely reminder, "There's a  
wealth of gift ideas where you see this sign."—  
as a close-up of the N.P.U. symbol appears on  
the screen.

For up-to-the-minute  
show material,  
contact any of the  
Companies direct.



# 紅馬牌

## RED HORSE BRAND



### 盐酸麻黄素

### EPHEDRINE HYDROCHLORIDE B.P.

**LAKE & CRUICKSHANK LTD.**

*MANUFACTURING CHEMISTS*

**NORTH BRIDGE ROAD • BERKHAMSTED • HERTS**

Phone : Berkhamsted 1880/1/2.

Cables : Lake Berkhamsted



*Distributors for :*

**CHINA NATIONAL IMPORT & EXPORT CORPORATION, TIENTSIN**

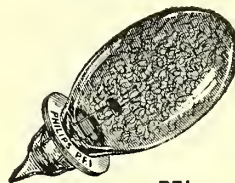




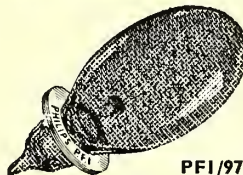
*"I stock just four types of flashbulbs and they're all*

**'PHOTOFLUX' "**

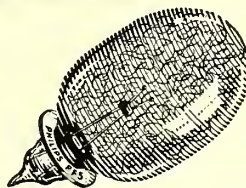
With the four most popular 'Photoflux' flashbulbs you can satisfy almost all your flash enthusiasts. Simply stock the PF1 and the PF5 (for black and white photography) and the blue PF1/97 and PF5/97 (for colour work) — they account for the vast majority of all flashbulb sales throughout the country. Display them prominently — and make the most of the publicity Philips are doing to help you sell.



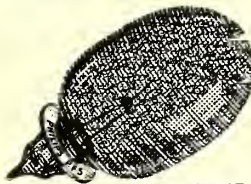
**PF1**  
for black and white.  
Retail Price 8d.



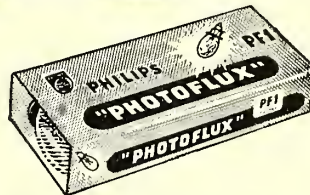
**PF1/97 (Blue)**  
for colour.  
Retail Price 9d.



**PF5**  
for black and white.  
Retail Price 1/-d.



**PF5/97 (Blue)**  
for colour.  
Retail Price 1/1d.



**PHILIPS 'PHOTOFLUX' FLASHBULBS**

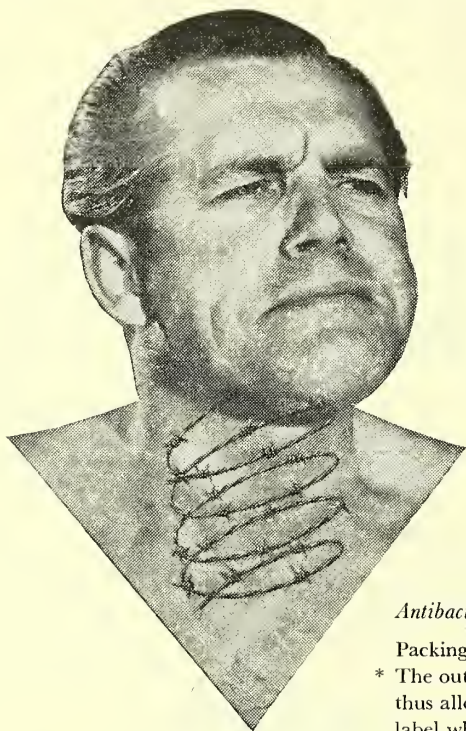
*for "Perfection in a Flash!"*



**PHILIPS ELECTRICAL LTD**  
SLD Lighting Division  
Century House · Shaftesbury Ave · London · WC2

(PP2092)





Crookes COLLOZETS bring speedy and prolonged relief from pain and irritation due to infections of the mouth and throat.

They present in a simple lozenge the antibiotic activity of tyrothricin and the antiseptic properties of a quaternary ammonium compound . . . providing the most effective local treatment.

## Crookes COLLOZETS

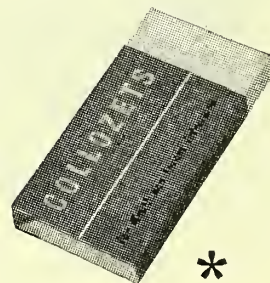
TRADE MARK

*Antibacterial lozenge—potent, safe, pleasant to take*

Packing: 18 foil-wrapped lozenges per pack.

\* The outer descriptive sleeve can be removed, thus allowing the chemist to affix his own label when Collozets are dispensed.

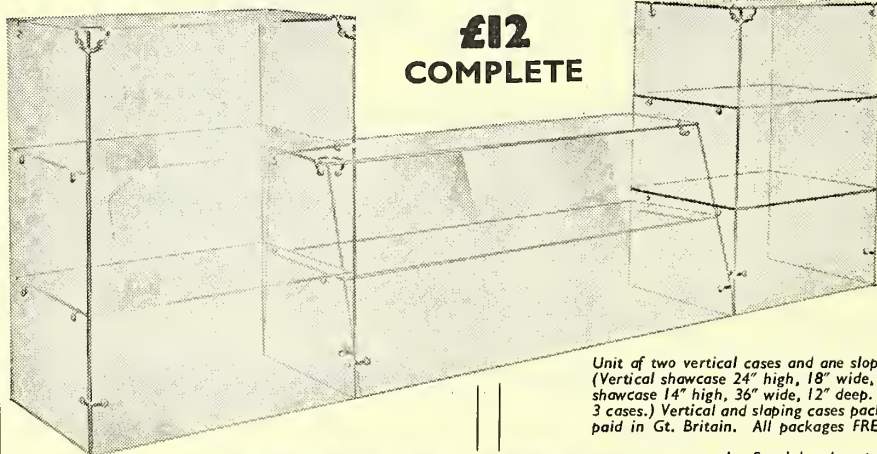
Retail price: 2/6 per box.



THE CROOKES LABORATORIES LIMITED • PARK ROYAL • LONDON, NW10

# It's crystal clear . . .

The more they SEE, the more they BUY



**£12  
COMPLETE**

The beauty of a Martin glass display case is that it shows merchandise of every description to your customers' best advantage. Each individual case, with its gleaming chrome fittings, is tested and guaranteed before delivery. Choose a vertical or sloping showcase and build better business from the moment it is installed.

Unit of two vertical cases and one sloping case. Price per set £12. 0. 0. (Vertical showcase 24" high, 18" wide, 12" deep. Price £4. 5. 0. Sloping showcase 14" high, 36" wide, 12" deep. Price £4. 5. 0. You save 15/- on 3 cases.) Vertical and sloping cases packed separately. All prices carriage paid in Gt. Britain. All packages FREE of charge and NON-returnable.

★ Special orders to customers' own requirements carried out quickly. Quantity orders an application.

### MARTIN'S GLASS DISPLAY CASES

**LOOK INTO IT TODAY—EQUIP YOUR SHOP THE MODERN WAY!** Send immediately for fully illustrated leaflet of Martin Display Cases and prices.

Name .....

Address .....

Post to: MARTIN DISPLAY (Dept. CD), 52 Market St., Watford, Herts. Tel: Watford 9287





***Steadier hand...  
brighter outlook...***

With a steadier hand, the patient gains a new confidence that brightens his entire outlook on life. Repeatedly ARTANE trihexyphenidyl has brought such material benefit to patients suffering from Parkinsonism, because it relaxes spasm, reduces tremor and overcomes inertia. Not only does the physical condition improve after ARTANE, but the patient becomes more cheerful, alert and responsive.

\*

# ARTANE

TRIHXYPHENIDYL

\*REGD. TRADE MARK

***in the treatment of Parkinsonism***

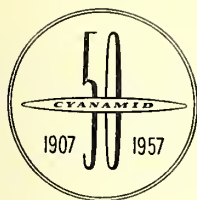
ELIXIR 2 mg. per 5 c.c.

TABLETS 2 mg. and 5 mg.

Bottles of 16 fluid ounces

Bottles of 100 and 1000

LEDERLE LABORATORIES DIVISION

*Cyanamid* OF GREAT BRITAIN LTD., London, W.C.2



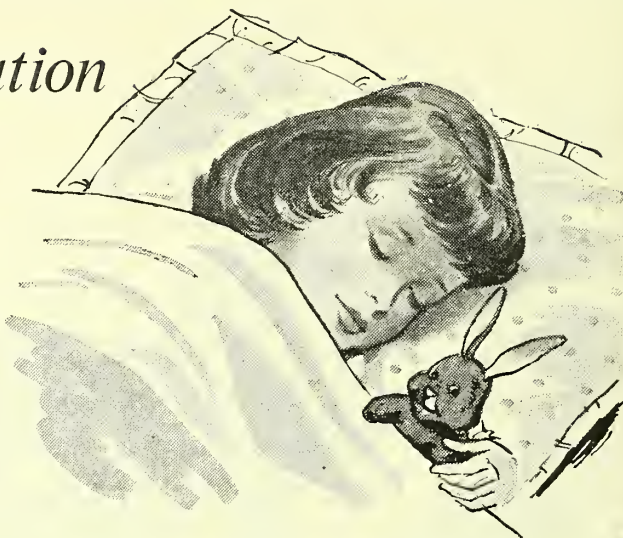
## Analgesic administration to children

Whether for analgesic or antipyretic purposes 'Angiers' is the ideal aspirin for children.

'Angiers' is pure aspirin, in tiny pink  $1\frac{1}{2}$  grain tablets, orange-flavoured and pleasant to suck, chew or swallow. They disintegrate as rapidly in the stomach as they do in milk, water or the salivary juices of the mouth. Each 'Angiers' Tablet also contains 1.50 grains of Dicalcium Phosphate, to check any possible salicylic irritation of sensitive stomachs.



In bottles of 50 tablets (Retail 1/7d. including P.T.) or in the 500 tablet dispensing pack.



### The Junior Aspirin is **Angiers**

Specially  
made for  
children

Full details of trade terms from

THE ANGIER CHEMICAL CO. · LONDON · S.E.1 (Waterloo 5922)

Proprietors:  
Bristol-Myers Company Ltd.  
CVS-26

Looking for a good camera?

Meet Dog House Dan

the two-camera man

Then built for this card

G.B. KERSHAW '110'

- IT LOOKS GOOD

- IT FEELS GOOD

- TAKES VERY GOOD PICTURES

Also in the G.B. Kershaw range

RANK PRECISION INDUSTRIES LTD

## Profit from this POWERFUL ADVERTISING

... in the "Radio Times" with its readership of over 19,000,000.

What proportion of this figure reaches your counter depends entirely on the support you give this powerful advertising. The G.B. Kershaw '110' with the 'gong man' price card is, after repeated advertising, familiar to the vast majority of "Radio Times" readers. Give G.B. Kershaw cameras a prominent display in your window and on your counter, and make this powerful advertising campaign pay off for you!

... in the "Amateur Photographer" thousands of potential customers have, through repeated advertising, become familiar with the advantages of the 450/630 models. Exceptional versatility from such features as high resolution lenses and unique balanced-pressure baseboard shutter release, make these cameras the ideal alternative to a 35 mm. for every serious amateur.

A prominent display of G.B. Kershaw cameras in your window and on your counter will see that you profit from this powerful advertising.

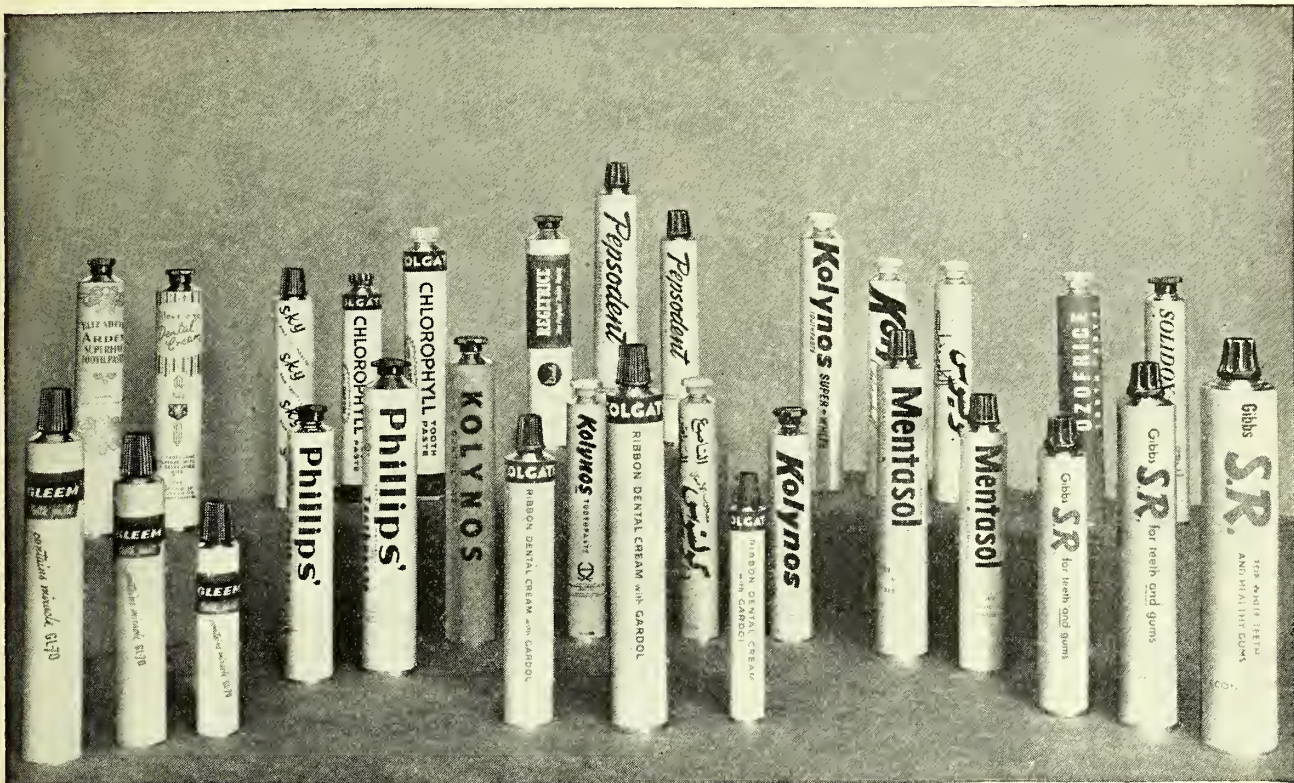
For further supplies of G.B. Kershaw cameras write or phone

### RANK PRECISION INDUSTRIES LIMITED

CINE & OPTICAL DIVISION · DEPT. CD/16/11/57 · 37/41 MORTIMER STREET · LONDON W.1. · MUSEUM 6432



# TOOTHPASTE!



**ONE OF THE THOUSAND AND ONE USES  
FOR COLLAPSIBLE TUBES**

**As preferred by Discriminating Buyers**



*For Tubes  
and Plastics*

**UNIVERSAL METAL PRODUCTS LTD.**

**SALFORD 6 LANCs.**

**Telephone: PENDLETON 4444**

**LONDON OFFICE: ARGYLE HOUSE, 29/31. EUSTON ROAD. N.W.1. TEL. TERMINUS 2073**



Have you thought about  
**AIR FREIGHTING**  
to and from Europe?



### HERE ARE EIGHT REASONS WHY YOU SHOULD

*Transit time cut from days to hours*

*Packing costs cut by up to 95%*

*Lower insurance rates*

*Special cheap rates for many products*

*No warehousing or stock piling*

*Negligible losses through breakage, theft or exposure*

*More markets within easy reach*

*A quicker return on your capital*

Some or all of these reasons apply to your overseas trading. For detailed information on how to make the best use of BEA Air Freight Services, consult your Forwarding Agent, or nearest BEA office. Or write to this address: BEA Air Cargo Depot, 14 Dilke Street, Chelsea Embankment, London, S.W.3.

BEA operates frequent direct flights to all main commercial centres in Europe

For example—FRANCE

PARIS	from LONDON	.....	49 flights per week
	from GLASGOW	.....	
	from MANCHESTER	.....	7 flights per week
	from BIRMINGHAM	.....	
NICE	from LONDON	.....	7 flights per week

In addition, there are 11 all freight flights to Paris and 3 to Nice each week

FLY FREIGHT



ALL OVER EUROPE

BRITISH EUROPEAN AIRWAYS

**IT'S A WINTER WINNER!**

Hundreds will be  
asking YOU for

**DOLS'**  
FLANNEL and RUB

Extensive advertising in National Sunday Newspapers, Provincial Press, Religious Journals, etc., will create ever increasing interest and greater sales all over the country.

**STOCK UP NOW**

*and meet the certain demand!*

DOLS' VOLATALISE FLANNEL LTD., Huddersfield, Yorks.

Millions of men and  
women know that it's  
**KAY'S**  
for coughs

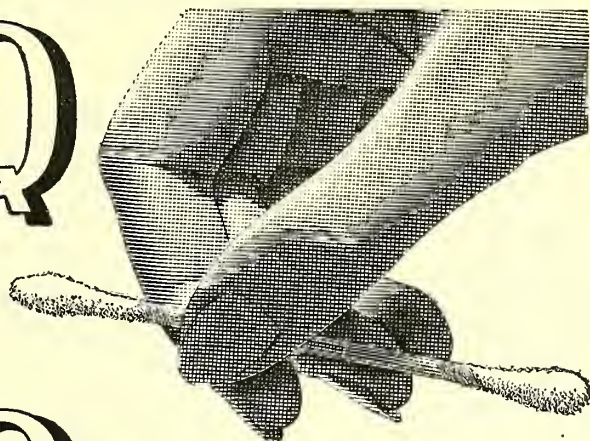
\* feature Kay's display material  
prominently on your counter

**KAY'S**  
**LINSEED COMPOUND**

in syrup for the home — in pastilles for the pocket



# Here's your Q



# for Quick profits

Take your tip from us, the product to sell is 'Q-Tips'—the *original* sterilized cotton sticks, specially designed for gentler baby care. It's a soft life for baby with 'Q-Tips'; and mothers will be buying 'Q-Tips' everywhere—for baby, for first aid, general hygiene, and endless household use.

# stock up with Q-TIPS now!



Here's the easy-to-handle small product with a big future—and big profits for you. 'Q-Tips' will sell at chemists everywhere—in handy slide boxes, 54 'Q-Tips' (108 tips) for 2/6. 'Q-Tips' are also strongly supported by consumer advertising in specially selected national magazines. Contact your regular wholesaler and stock up with 'Q-Tips' now!

# Q-TIPS

REGISTERED TRADE MARK

**STERILIZED COTTON-STICKS**

**THE BOX FOR YOU IS BLUE**

MANUFACTURED AND DISTRIBUTED BY SOUTHALLS (BIRMINGHAM) LTD. FOR Q-TIPS (GT. BRITAIN) LTD.



# More      More Owbridge's      £.s.d. for on I.T.V      YOU !

## **ORDER NOW BEFORE THE RUSH STARTS**

Get ready to profit from Owbridge's new, bigger-than-ever commercial television presentations! All day time spots and 15-second shows are featured throughout the peak selling period — starring well-known actors and actresses — effectively putting over the Owbridge story to millions of viewers.

## **BACKED BY NATION-WIDE PRESS COVERAGE**

In addition to this full-scale television advertising, Owbridge's big new press campaign covers the country, with large space advertisements in 51 leading provincial and local evening papers — your papers — plus leading national newspapers and magazines.

**WHICHEVER  
WAY YOU  
LOOK AT IT...**



**OWBRIDGE'S  
WILL SELL BETTER  
THAN EVER**

**Stock up NOW!**

W. T. OWBRIDGE LIMITED : OSBORNE STREET · HULL  
WHG/018



**... HERE IT IS!**



**THE LONG-AWAITED**

# **TRAVELUX**

**RECHARGEABLE DRY SHAVER**

**No Flex — No Clockwork — No Battery**

Stock up now to meet the pre-Xmas demand for this remarkable electric dry shaver. Recharged by plugging into a light point for one night a week, it gives continuous trouble-free, flex-free shaving anywhere. No wonder it's catching on like wildfire.

Retail Price **£8.19.9** Tax Paid. Generous Trade Discounts.

SOLE DISTRIBUTORS

**PERIHEL LIMITED**

146 NEW CAVENDISH STREET, LONDON W.1. LANGHAM 2411

Member of the  
K. G. (Holdings) Ltd.  
Group  
of Companies

**See it on I.T.V. (London) 6.45 Nov. 20th**



## Neuro Phosphates



● I remember now. That was the stuff that did Connie's child so much good after his flu. I'd been meaning to ask her . . .

*I could have told you — our doctor had me on it for a while. But I didn't know you were feeling run down.*

Oh, it's not *me*, only father's been feeling very "elderly" lately, so after what Connie said I thought he ought to have a course of it to pick up his appetite. I'd better get some while I'm here.

Could you have anticipated that purchase and reminded the customer to get her 'Neuro Phosphates' by any other means than point-of-sale display? Display pays hands down with a product like 'Neuro Phosphates', which has been a household word for many years.

**In 8-oz. bottles**

RETAIL PRICE 6/- EACH

SMITH KLINE & FRENCH LABORATORIES LTD., COLDHARBOUR LANE, LONDON SE5  
Tel: BRixton 7722



# E. Illingworth & Co. (Bradford) Ltd.

## Cotton Wools

B.P.C. QUALITY COTTON WOOLS  
HOSPITAL QUALITY COTTON WOOL  
(Drug Tariff)

Sterilised and Unsterilised in all weights, for  
Home and Export.

Quantities labelled with  
your own labels

\*COTTON WOOL DISPENSER  
(Pleated filling. Attractive Pack)

BOTTLE NECK WOOL, FILTER PADS  
WOOL AND COTTON TISSUE B.P.C. Quality  
RESPIRATOR REFILLS  
KNITTED BANDAGES

## Packing Materials

### NEEDLELOOM FELTS

for thermal, sound and vibration insulation  
and protection.

### Cotton Wools

Bleached and Unbleached Rolls from  
2 in. to 40 in. wide, weights 3 oz. per  
sq. yd. upwards.

*\*Only as much as is  
needed is pulled out  
at a time!*

### Illmond Cotton Wool Dispenser Pack

Package has tuck-in  
ends and can be re-  
sealed. Hygiene en-  
sured. Elegant design  
of pack makes it  
perfect for a lady's  
dressing table.

E. ILLINGWORTH & CO. (BRADFORD) LTD.

Shelf Mills, Shelf, Halifax

Tel: Bradford 76261-5

Grams: "Illmond" Bradford



# THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

The weekly newspaper for pharmacy and  
all sections of the drug, pharmaceutical and  
fine chemical, cosmetic and allied industries

*Official organ of the Pharmaceutical Society of Ireland  
and the Pharmaceutical Society of Northern Ireland*

Volume 168

November 16, 1957

No. 4056

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PUBLISHED BY  
MORGAN BROTHERS (PUBLISHERS), LTD.,  
at 28 Essex Street, Strand, London, W.C.2

Telephone: Central 6565

Telegrams: Chemicus, Estrand, London

Branch Offices:

BIRMINGHAM, 2: 111 New Street. Phone: Midland 2921.  
GLASGOW: 160 Netter Auldhouse Road, S.3. Phone: Langside 2679.  
LEEDS, 16: 32 Wynford Rise, West Park. Phone: Leeds 67 8438.

## ANNUAL SUBSCRIPTION

which includes The Chemist and Druggist Diary and  
Year Book, £2 10s. Single copies one shilling each.





## *The order of the day...*

**'LANOXIN'** *for maintenance therapy*

It never varies in potency.

It is taken each day, not intermittently.

Over-digitalisation quickly subsides because of rapid excretion.

**'LANOXIN'** BRAND *for*  
**DIGOXIN** *unfailing*  
*uniformity*



**BURROUGHS WELLCOME & CO.** (*The Wellcome Foundation Ltd.*) **LONDON**



# The CHEMIST AND DRUGGIST

Volume 168

NOVEMBER 16, 1957

No. 4056

## Health Service Pay Dispute PRESCRIPTION PRICING IN DANGER?

THERE is a danger that the dispute between administrative and clerical workers in the National Health Service and the Minister of Health, because of the latter's veto of the negotiated pay increase of 3 per cent., may affect the pricing of Health Service prescriptions.

Most pricing-bureau *personnel* are represented by the Association of Officers of Executive Councils and Pricing Committees, which is one of the parties in dispute with the Minister but which has not yet\* instructed its members to refuse to work overtime. Some pricing staffs belong to the National and Local Government Officers' Association (Nalگو) and indeed in a few offices those members are in the majority. It is not clear how the Nalگو ban on overtime will affect pricing. Such a prohibition in the pricing bureaux could seriously delay the pricing of prescriptions, for the bureaux are now grappling with the increased number of prescriptions resulting from the influenza epidemic.

\*A meeting of the committee of the Association of Officers of Executive Councils decided on the evening of November 13 to advise its members to protest by every proper means against the veto, but nevertheless to continue to give 100 per cent. loyalty to their employers.

### Statutory Committee

#### TWO INQUIRIES HELD

A DIRECTOR of a company owning four retail pharmacies was stated, at a meeting of the Statutory Committee of the Pharmaceutical Society, on Nov-

ember 6, to have thought it was in order for a pharmacist with a Republic of Ireland qualification to be placed in control of one of the company's pharmacies. The company had been convicted under the Pharmacy and Poisons Act, 1933, on September 27, of selling on three occasions on July 11 Part I poisons otherwise than under the supervision of a registered pharmacist. The poisons sold were codeine in Veganin tablets, and a barbituric-acid derivative and chlorcyclizine in dispensed medicines. THE SOLICITOR to the Committee stressed the necessity under law that the person in charge of a British pharmacy should hold a British qualification. In answer to a question by THE CHAIRMAN, THE SOLICITOR said that there was no reciprocity agreement with the Republic of Ireland. A DIRECTOR of the company said she had engaged the Republic of Ireland pharmacist after she had been referred by a representative to an advertisement in THE CHEMIST AND DRUGGIST. Adjourning the inquiry for twelve months, THE CHAIRMAN said that it had been necessary to take into account the fact that in March the company had been warned by the Committee after a conviction under the Pharmacy Acts. It seemed that the super-

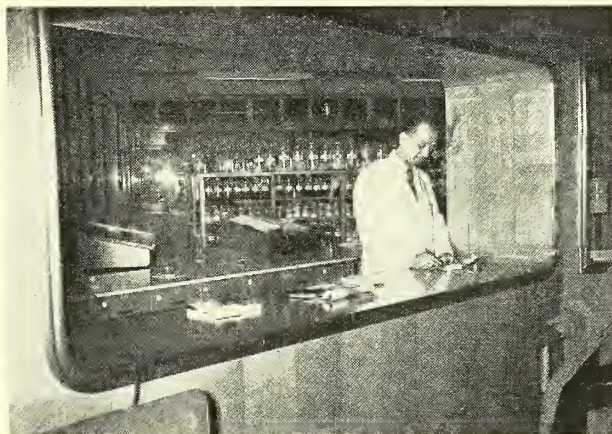
vision which had been exercised over the company's affairs in relation to compliance with the Pharmacy Acts had been quite insufficient, and if at any time during the adjournment, or after, further offences under the Pharmacy Acts were committed there was a strong probability that either the company or some of its premises would be disqualified.

At another inquiry on the same day, a pharmacist assistant who had, over a period, taken gr. 30 of cocaine hydrochloride for an irritation of the anus was warned that the proper course was to visit the doctor and procure a prescription in the regular way. The Committee was satisfied that the pharmacist was convicted on July 27 for procuring, without authority, for his own use, a Dangerous Drug. Commenting that the pharmacist was a man of the highest character, THE CHAIRMAN administered the warning given above.

### Full Pricing

#### REVISED LIST OF CONTRACTORS

A REVISED list of chemist contractors to whom full pricing is made possible by the under-500-per-month prescription arrangement has been compiled by the Joint Pricing Committee for England. Based on the January-June prescription total the list comes into operation on December 1 and supersedes the list based on a January-June 1954 survey. Contractors whose names appear on the revised lists are required to surrender prescriptions to the pricing office, sorted into doctor order instead of in bundles S and A. The form to be used in claiming payment for prescriptions for December 1957, and subsequent months until further notice is



FROM THE WAITING PATIENT'S VIEWPOINT: Recently John Bell & Croyden, 50 Wigmore Street, London, W.1, installed a new dispensary, equipped to put into the hands (without too much ground to cover) of the many persons actively engaged in dispensing all day long, an exceptionally comprehensive range of ethical proprietaries. The customer sees little of that. As he hands in his prescription at the hatch (right) he catches a glimpse of the dispensing work in progress. For the rest of the time he waits in the handsomely decorated waiting room (left) with its central aquarium feature.



form EC34 (Part AA)—1957 (ii), which contains instructions for the sorting of the prescriptions and the completion of the invoice.

## Chemists Federation

### COUNCIL MEETING

A MEETING of the Chemists Federation council was held on November 7, the president (Mr. W. Talvan Rees) in the chair. Meetings of committees were held on the previous day. The following additions to C.F. agreements were approved:—Allen & Hanburys, Ltd. (Dequadin cream); Burroughs Wellcome & Co. (Otosporin); Thornton & Ross, Ltd. (Vi-Lan lanolin cream). Deleted from the list of C.F. wholesalers were Medical Supply Association, Ltd., Park Royal Road, London, N.W.10, and 6 Holly Street, Sheffield. The following applications for wholesaler membership of the Federation were approved:—Hills Balsam, Ltd., Spring Bank Works, Nelson, Lancs; John Hamilton & Co. (Pharmaceuticals), Ltd., 16 Watson Street, Glasgow, C.1. The following C.F. action committees have been formed (secretary's name in parentheses):—Warrington (Mr. C. Schofield); St. Helens (Mr. H. Frodsham); Hastings (Dr. E. W. Skyrme); Wigan (Mr. A. J. Hope); Taunton (Mr. S. F. Points). The following C.F. meetings had been arranged:—November 13, Leicester (speaker, Mr. A. Aldington); November 19, Norwich (speakers, Messrs. S. J. Stearn and C. C. Green). Reports were received of C.F. representatives' work in Somerset, Kent, Sussex, Lancashire and Staffordshire.

## Food Colourings

### HOW THE ANALYST IDENTIFIES THEM

FACED with the task of examining large numbers of samples of food containing dyes or mixtures of dyes as a result of the Colouring Matter in Food Regulations, 1957 (see *C. & D.*, July 6, p. 3), the Association of Public Analysts appointed a committee to devise methods of analysis. Hitherto it had been legal to use any dye provided it was not one of the small number of dyes prohibited by the Public Health Regulations, 1925, as amended, and the work of the analyst was confined to ensuring that any dye used was not one of the prohibited dyes. In future he would have to identify each dye to see if it was in the list of thirty permitted dyes. The committee reported on October 17 that the problem resolved itself into three parts, the extraction of colours from food, the separation of the mixed colours, and the identification of the mixed colours. Acidic dyes could be extracted with dilute ammonia and the basic dyes with acetic acid. The committee preferred paper chromatography to column chromatography for separation. The individual dyes could be identified by chromatographic, spectrophotometric or chemical methods. The committee determined the  $R_F$  value of all the permitted dyes in six different solvents. By selecting two solvents in which the  $R_F$  values of a suspected dye differed considerably, it was possible to discriminate between similar

dyes. Comparative chromatograms could be run using possible permitted dyes and the unknown. Separated dyes could also be identified by their absorption spectra; the information so obtained might be increased if the spectra were obtained in acid neutral and alkaline solutions. The committee had prepared spectrograms of all the permitted dyes and it was unlikely that chemical classification of a dye would be necessary unless it was a non-permitted dye. The committee had, nevertheless, devised a system based upon that of Clayton with several modifications.

## "Reply to Attacks"

### BRANCH'S ADVICE TO COUNCIL

THE November issue of the news bulletin of Finchley Branch of the Pharmaceutical Society queries whether the Society's Council lives up to its responsibility of safeguarding the profession from attacks irrespective of their source. The bulletin states that for some years the Society's Council "has made the professional conduct of the individual pharmacist a top priority and has imposed a code of ethics upon its members. . . . On October 16 there appeared in morning and evening newspapers the following report: 'Chemists have been warned by the East Suffolk Executive Council . . . not to expect doctors' writing to be easily read. A chemist, who wrongly dispensed a doctor's prescription, has been cautioned and told to look twice in future.' Such a circular is clearly an attack upon the dignity of pharmacy as a whole and as such should be vigorously replied to by the Council, if they expect the individual pharmacist for his part to respect the code of ethics," states the bulletin. "On the other hand, it may be that the Council considers such a circular a compliment, since, to overcome the inability of the Ministry to read doctors' signatures, the Ministry introduced rubber stamps. Chemists are naturally expected to be superior to Ministry officials and need only a second look." The bulletin comments that the matter has been brought to the attention of a member of the Council "and we await eagerly for their action."

## Drug-house Salesmanship

### AN EXECUTIVE COUNCIL DISAPPROVES

COMPLAINT was made at a meeting of the Birkenhead Executive Council on October 29 of drug houses bombarding doctors with literature advertising their products. DR. N. CAPSTAFF said that in the past month he had received 127 circulars, excluding samples, from drug manufacturers. Another medical man said it was estimated that nearly £250,000 a year was spent by drug houses on postages to doctors. A resolution was adopted expressing disapproval of the pressure applied to doctors by the modern methods of salesmanship of the drug houses. It was suggested that the money so spent by the manufacturers could be used to cheapen the products.

At a meeting of North Riding Executive Council at Northallerton, on October 31, however, it was agreed that

nothing need or should be done. High-pressure salesmanship, it was stated, formed a part of modern life.

## Research Aided

### WELLCOME TRUST GRANTS

MEDICAL and veterinary research was aided by grants made by The Wellcome Trust during the half-year ended September 30. Capital grants were made to the following institutions:—

To the Medical Research Council, £26,000 for the construction and shipment to the Gambia of a twin-engined motor cruiser which will be used partly as a floating research laboratory, and partly to assist communication between the Council's Research Laboratories at Fajara and the field station Keneba. £70,000 to St. Mary's Hospital Medical School, London, for the cost of including a research floor with animal accommodation in the new wing of the School. £50,000 to the University of Glasgow for the cost of building a small animals experimental research unit near the Veterinary Hospital at Garscube. £4,000 to St. Thomas' Hospital Medical School, London, for the cost of extending the accommodation for research on the treatment of cancer by radiotherapy in high-pressure oxygen. £2,000 to University College, Cork, for the cost of extending the research accommodation in the Department of Anatomy. In addition, the Trustees have allocated a sum not exceeding £47,500 to purchase four electron microscopes, which will be placed upon indefinite loan with the following institutions: London Hospital Medical College, University of Birmingham (school of medicine), St. Bartholomew's Hospital Medical College, London, University of Edinburgh (faculty of medicine). The Trustees have also agreed to provide, through the Medical Research Council, a contribution of £2,300 towards the cost of equipping and maintaining the British component of the Anglo-American Physiological Expedition to Antarctica in the coming winter, which will carry out studies connected with human acclimatisation to cold.

## EC10's Sent Late

### £15 WITHHELD FROM CHEMIST

A CHEMIST contractor who delayed forwarding prescriptions for payment had £15 withheld from his remuneration by Preston Executive Council on October 23. The prescription forms totalling 261 were stated to date from 1952 to early 1957. The total amount due to the chemist was £258. The chemist told the Council that all the forms required some addition or alteration before being priced and had not been submitted before because staff shortages had resulted in work accumulating.

## Drug Traffic Increase

### BIRMINGHAM POLICE OFFICER'S VIEW

WHEN Percival Canicle, Small Heath, Birmingham, and Mineru Abiodun, Moseley, Birmingham, were sent to prison for six months by the Birmingham stipendiary magistrate on September 26 for unlawfully possessing Indian hemp, a police superintendent said that recently there had been an increase in drug trading in the city.



**SCOTTISH NEWS****Hormones for Beef Cattle**

A CALL FOR MORE RESEARCH

AT a conference organised by the North of Scotland College of Agriculture and held in Aberdeen on October 17 reference was made to criticisms by the Scottish Housewives' Association of the administration of hormones to cattle to boost beef production. Dr. N. M. Black said that a man would have to eat half a bullock a day for several weeks before he would get any appreciable dose of hexoestrol. Cattle had been given double the recommended dose of hexoestrol and when slaughtered the residue left in the muscle had been less than one part in 140 million. Nevertheless, Dr. Alan Fraser (Aberdeen University) thought it had been shown that there were side-effects in the animals treated by hormones. There had been sexual confusion among the animals and he was of the opinion that more extensive research should be carried out.

**Drugs Falsely Obtained**

CHEMISTS' CO-OPERATION SOUGHT

THE co-operation of chemist contractors is being sought by Glasgow Executive Council in an endeavour to place in the hands of the police prescriptions for Drinamyl issued to a woman in the south-east area of the city during the period June–September. The woman approached many doctors, misrepresenting herself as a temporary resident, as a result of which at least fifteen prescriptions for Drinamyl were issued. Chemists who recall having dispensed such a prescription to a casual customer by the name of Mrs. Janet McDonald or Alexander or O'Donnell are asked to contact the Glasgow Executive Council.

**NEWS IN BRIEF**

THE Board of Trade are considering an application for the exemption from import duty of methane.

A £35,714 grant for biophysics research at King's College, London, was announced by the Rockefeller Foundation on November 4.

Mr. R. Thompson (Parliamentary secretary to the Ministry of Health) has appointed Mr. G. G. Hulme to be his private secretary in succession to Mr. J. P. Cashman.

AS a result of nuclear explosions a definite but small increase in the strontium-90 incorporated in human bones in Great Britain has been recorded.

A CANADIAN trade mission is expected to arrive in London on November 22. The Board of Trade and Dollar Exports Council have worked out an itinerary that will take the visitors to industrial plants throughout the United Kingdom.

ETHYL lactate, maleic acid, maleic anhydride, methyl reserpate *O*-ethoxycarbonylsyringoyl ester, and phthalic anhydride have been exempted from Key Industry Duty for the period November 19 to February 18, 1958, under the Safeguarding of Industries (Exemption) (No. 11) Order, 1957.

**TOPICAL REFLECTIONS**

By Xrayser

*Research*

The report (p. 500) of the Advisory Council on Scientific Policy indicates fairly clearly the state of the world in which we live. Of 46,600 scientists and engineers employed on research and development, about half are reported to be engaged in defence work—not defence from the ravages of disease; not defence against the hazards of nature—but defence presumably against the dangers of occupying part of a world which is in material conflict with some other part. The fact that half of our scientific resources in manpower—what it may be financially is quite another question—and a corresponding proportion of scientists of other nations, should be thus engaged, makes one wonder what kind of a world we could live in if the whole strength were to be thrown into the struggle against disease, under-nourishment, failure of crops and the like. It is a pitiful state of affairs, and one can only hope that the day will come when the whole weight of international science will be united in the eternal struggle of survival.

*Care of the Hair*

The information on hair shampoos contained in the Census of Production report on soap, candles and glycerin reveals a state of affairs that I must confess surprised me. I knew that there were changes in the materials used, but I had not realised that the sale of soapless shampoos outnumbered that of those made from soap in the ratio of approximately 5 to 1 (p. 500). To those of us whose head covering has been a steadily diminishing quantity for some years, the information might appear to be only of academic interest, were it not that, despite our pink and glossy domes, our fair customers continue to exhibit a touching faith in our ability to advise in the matter of hair washes. It was only to be expected that the shortages of war time would lead to an expansion of "soapless" solutions, and the advances then made have been fully maintained. New makes and new packs have appeared in myriad numbers, until a direct question as to the kinds of shampoos kept in stock is received with a sinking of the heart. The field has been enlarged too in a direction which must cause misgiving to any retailer who is temperance-minded, though it may be that the knowledge that an alcoholic beverage is being applied externally is sufficient to overcome a highly-developed sensitiveness. How different it all is from the days of my youth! Three shampoos were kept in the pharmacy, and all were made on the premises. One, consisting of green soft soap in spirit, was an operation requiring rolled-up sleeves and a degree of care in the handling, for the dropping of an "unconsidered trifle" of *sapo mollis* could bring retribution, directly or indirectly. Then there was a powder consisting, if memory serves, of a mixture of powdered hard soap and borax, perfumed with rosemary—agonising to make and to pack. But both were heaven itself compared with one whose first stages of preparation involved the powdering of quillaia bark! It is small wonder we are glabrous.

*Portrait of a President*

It was only fitting that the portrait of Mrs. Jean K. Irvine should find a place with the immortals at Bloomsbury Square. To have reached the eminence of president of the Pharmaceutical Society was a giant stride forward in the recognition of woman's place in a profession well suited to her qualities. It was also right and proper that Mrs. Irvine should herself have unveiled the portrait, and I feel sure that the answer to her question as to what some of the former presidents, whose portraits hang on the wall, would have thought of the ceremony, would be that they approved whole-heartedly. For, despite the severity of their expression, they must have recovered from the shock long since. The time for the raising of their eyebrows was when Mrs. Irvine first occupied the chair, in 1947. Her subsequent career as president would have more than restored their equanimity.



## IRISH NEWS

### THE NORTH

#### Ulster Chemists'

##### MONTHLY MEETING OF EXECUTIVE

AT the monthly meeting of the executive committee of the Ulster Chemists' Association, held in Belfast on November 5, Mr. M. C. Mooney (president) was in the chair. Further consideration was given to the agreement reached by the Joint Council (see C. & D., October 12, p. 396) for payment of wages during sickness and additional holidays for rota service, and it was agreed that, subject to clarification of various points, the agreement should be implemented on December 1. MISS A. E. STRACHAN (secretary) reported on the augmented rota arrangements which had been drawn up to assist pharmacists to cope with the influenza epidemic. It was thought that a permanent scheme should be drawn up in readiness for any future emergency, and a subcommittee was formed to deal with the matter. Routine business received attention, and consideration was given to letters received from several manufacturers setting out statements of their trading policies. The acceptance of new, non-Chemists Federation lines was considered, and it was agreed that C.F. policy should be more strictly adhered to: such lines should not be displayed. That led to a discussion on C.F. Some members thought that C.F. action was too negative and that more positive action was required by all sections of the Federation. It was agreed that, in view of the Cheques Act, 1957, the treasurer should in future issue receipts for subscriptions only to members who sent their remittances in cash. Suggestions were received from the subcommittee for the issue of a new price list. Final arrangements were made for the annual meeting of members, which is being held in the rooms of the Pharmaceutical Society of Northern Ireland, 73 University Street, Belfast, at 7.45 p.m. on November 28. Mr. Leo Mason, Ph.C., Ballygowan Pharmacy, Ballygowan, was elected to membership.

Also present were Messrs. J. C. Acheson, H. S. Anderson, N. A. J. Anderson, J. A. Brown, J. Caldwell, H. G. Campbell, H. W. Gamble, R. Gibson, T. A. Gibson, C. L. Gordon-Rattie, W. L. Macdonnell, W. R. McNabb, W. J. Moffett, J. Paul, C. A. Quinn, W. J. Rankin (treasurer), A. Steede, A. Templeton, J. C. Wellwood. Apologies for absence were received from Miss C. B. Abernethy, Messrs. W. H. Boyd, W. S. Hall, R. A. McEwen, and J. McGregor.

#### Revision Course

##### NORTHERN IRELAND SOCIETY'S SCHEME

THE Pharmaceutical Society of Northern Ireland is providing a revision course of lectures on physiology which is being given by Dr. I. C. Roddie (department of physiology, Queen's University, Belfast). The lectures are at 8 p.m. on November 19 and 25, December 2 and 9 in the Society's House, 73 University Street, Belfast. The course is being followed by a series of lectures on pharmacology and therapeutics, commencing early in 1958.

### THE REPUBLIC

#### Combating Price Cutting

##### "VIGILANT" COMMITTEES SUGGESTED

THE West of Ireland Chemists' Association at a recent representative meeting in Claremorris, decided that now that the Fair Trade Commission's report had been published, chemists could take effective action to combat such practices as price-cutting and "leakages." It was also agreed that at the Association's next meeting the setting up of "vigilant" committees should be considered. Mr. G. Hewson, Ballina, was chairman. The Pharmaceutical Society was represented at the meeting by Messrs. M. Power (president), Hugh Corrigan (vice-president) and J. G. Coleman (registrar), and the Irish Drug Association by Mr. F. J. Robinson (president) and Mr. B. R. Smith (secretary). The following were elected officers of the Association:—President, Mr. N. A. McKane, Ballina; Vice-president, Mr. J. P. O'Donnell, Charlestown; Joint Secretaries, Messrs. O. M. Flannery, Tubbercurry, and P. M. Cassidy, Balla; Treasurer, Miss P. Flynn, Castlebar. A report from Mayo Pharmaceutical Association regarding the employment of non-pharmacists as representatives of firms doing business with chemists was considered. MR. ROBINSON and MR. SMITH addressed the meeting on matters arising out of the Health Acts and the Fair Trade Commission's report. MR. KILGARIFF, Tuam, and other speakers, mentioned that in many cases people who were not entitled were receiving medicinal goods from dispensaries. Other complaints included slowness in payment of accounts by local authorities and the lax manner in which health cards were given out to persons who were not in the lower income group. During the discussion which followed a proposal was made that chemists in the west of Ireland should not co-operate in matters under the Health Acts, but it was agreed to give the Act "a further trial" for twelve months. If at the end of that period there was no improvement the matter was to be again considered. The local secretaries were instructed to take up many of the matters complained of with the local authorities and to report the results to the secretary of the I.D.A. It was decided to hold a dinner-dance at Galway on January 1, 1958. After the meeting all those present attended a dinner.

#### "Too Many Drugs"

##### BIOLOGICAL SOCIETY INAUGURATED

SPEAKING at the recent inaugural meeting in Dublin of the Biological Society of the Royal Colleges of Physicians and Surgeons [of Ireland], PROFESSOR D. M. MITCHELL (president-elect of the Society) said that there were too many drugs on the market to meet a public demand which had been mainly stimulated by a false conception of health and happiness. That false conception was largely due to relentless advertising, much of which was indirect, being achieved through the articles of columnists in the daily and weekly Press, and in the "digests." "It

is significant," declared Professor Mitchell, "that in the medical journals many recent articles are concerned more with our better understandings of the shortcomings, and indeed dangers, of modern drugs than with their undoubted wonders." No wonder Sir Henry Dale had said that if the patient was to benefit from those new resources the doctor must have some expert and completely independent source of information and advice on the relative merits and disadvantages of the remedies presented for his choice in such bewildering abundance. Dr. T. F. MACRAE (research director, Glaxo Laboratories, Ltd.) said that the whole face of medicine had been changed by what had been discovered in the past twenty years at "a colossal speed." There had been a "terrific" increase in pharmaceutical research, not only in the pharmaceutical industry but in the academic institutes. He spoke of the enormous cost and tremendous technical resources necessary for the production of such drugs as vitamin B<sub>12</sub> and penicillin, and gave an account of how poliomyelitis vaccine was produced. MR. J. G. COLEMAN (registrar, Pharmaceutical Society of Ireland) said the facility with which modern drugs could be prescribed had, in itself, an element of danger. Physicians were inclined to forget that when telling a patient to get a particular preparation, or giving the patient a medical sample. Often that led to the patient's "prescribing" for his neighbours. Mr. Coleman stressed the desirability of closer co-operation between all the units engaged in health work. The first step towards achieving that should be closer co-operation between the professional bodies representing the various sections.

#### Photographic Dealers

##### WINTER PHOTOGRAPHY SHOW

THE Irish Branch of the Photographic Dealers' Association is holding a winter photography exhibition at Metropolitan Hall, Lower Abbey Street, Dublin, on the evenings of November 27-29 inclusive. The venue is more spacious than last year, and more firms are participating. In addition to the stands in the hall, rooms will be available for both sound and still projection.

#### IRISH BREVITIES

##### THE REPUBLIC

AMONG companies that presented gifts of apparatus to the College of Pharmacy, Dublin, during the year were Ayrton, Saunders & Co. (Dublin), Ltd., and Pfizer, Ltd.

THE postponed annual meeting of the Irish Pharmaceutical Students' Association is being held in the College of Pharmacy, Dublin, at 8 p.m. on November 21. Among items to be discussed is a proposal to amend the constitution.

CORK Chemists' Social Committee is holding its annual dinner-dance in aid of the Benevolent Fund of the Pharmaceutical Society of Ireland, on December 4. Tickets (£1 10s.) may be obtained from, or subscriptions sent to, Mr. M. C. Santry, 25A Washington Street, West Cork.



# ULSTER ASSOCIATES' SECTION

## Fourteenth annual meeting

THE fourteenth annual meeting of the Associates' Section of the Ulster Chemists' Association was held in Belfast on November 8, Mr. W. T. Hunter (chairman) presiding. Guest speakers were Mr. M. C. Mooney and Mr. A. Templeton (president and vice-president respectively, Ulster Chemists' Association).

The committee's annual report and financial statement were adopted.

### Chairman's Address

MR. HUNTER said that he had been chairman for the past two months, the past-chairman (Mrs. C. O'Rourke) having resigned at the end of August, as she and her husband were taking up business on their own account. He wished them every success in their new venture. "For the past seven years (from her apprentice days) Mrs. O'Rourke has devoted much of her time and energy to the work of the Associates' Section, and we were exceedingly sorry to lose her valuable services," he added.

"A recruitment drive, under the direction of Mr. J. Kerr (treasurer) was carried out during the year, and as a result 126 new associates were elected to membership. Unfortunately, however, we had forty-five lapsed members. Some of those have gone abroad and into other fields, but it is regrettable to find that the remainder failed to send in their subscriptions, and hence lose the benefits to which they were entitled."

The Section was pleased at Mr. J. Kerr's election to the Council of the Pharmaceutical Society of Northern Ireland, thus giving two associates on the Council. Not only was Mr. McIlhagger appointed treasurer of the Council in March, but a few weeks ago he was elected president of the Society. Mr. Hunter congratulated him on his appointment and wished him success. He hoped that other associates would be encouraged at a future date to stand for election to the Council. Mr. McIlhagger remained the hospital pharmacists' representative on the Associates' committee and looked after those members' interests well. Qualified members wishing to do hospital locums should get in touch with the U.C.A. office to receive data regarding the different scales of wages, etc., payable to hospital locums.

Early in September at a joint council meeting, a substantial increase in wages was agreed upon. Provisions had also been made for a wages payment during illness and additional holidays for rota service. It was hoped that the agreements reached would come into effect on December 1, and full details would be forwarded to each associate soon.

Regarding the Society's examinations he emphasised weaknesses that the examiners reported. The Final Part II Qualifying examination: In pharmaceuticals, inaccuracy in weighing and measuring, and a poor finish to preparations, especially labelling of sterile

preparations; in forensic pharmacy, the writing of labels to comply with legal requirements; in practical pharmacognosy, a wrong identification being made and the student then making the description, drawings and chemical tests to fit.

The Final Part I examination: In physics it was important to define all quantities mentioned, justify each argument used and to state the units in which each quantity was measured; in chemistry it was important to read the questions carefully and answer only what was asked; errors in simple multiplication or division spoiled many answers; in practical chemistry, candidates left a number of reagent bottles on the bench unstoppered, thus risking contamination of the reagents. Those few, main weaknesses in examinations might easily be overcome if a little more care were taken.

Mr. Hunter thanked members of the social subcommittee, under their convener (Mr. G. P. Taylor) for the work carried out by them in the running of the social functions, especially the annual dance. He reminded members that the forthcoming annual dance was on February 20, 1958, and that those wishing to go would be well advised to obtain tickets and book their tables early. He appealed for more members to act on the social subcommittee, because, owing to resignations, the number of active members was "rather small."

He thanked the officers and members of the committee of the Associates' section for their support, and the great amount of work they put into the Section's affairs; and also the office staff, especially Miss Ramsey. During her first year she had mastered a most difficult job, and was always willing to help with any problems or difficulties. He welcomed a new member of the staff, Miss Valerie Kirk in succession to Miss Matchett and thanked all members for their support of the Section.

### The Right Course

MR. MOONEY, recalling the formation of the Section said there were those who argued in favour of allying to a trade union in the hope of acquiring the support of organised labour in cases of dispute, but wiser counsel prevailed and the formation of the Section was welcomed as providing a necessary link between employer and employee. It soon became apparent that the link thus formed was satisfactory. He had met the Section's representatives in joint council, and there, in an atmosphere of goodwill and frank discussion, many points in dispute were ironed out to the satisfaction of both, in fact the associate representatives won all their points except the three weeks' holiday with pay.

If a high standard of moral conduct in business relations were sought and friendly relationships fostered, and a moderate viewpoint brought to their deliberations, the future could be faced with every confidence.

Those associates who later joined the U.C.A. and eventually graduated to the executive committee or to the Council of the Pharmaceutical Society of Northern Ireland had proved themselves able legislators and negotiators during an important period in pharmacy.

He congratulated Mr. McIlhagger on his election as president of the Pharmaceutical Society of Northern Ireland.

The chairman declared the following five retiring members of the Committee re-elected:—Messrs. R. J. Davidson, J. Kerr, E. G. Mackle, W. Mitchell, and A. J. T. Thompson.

A letter was read which had been received from Mr. G. E. McIlhagger (president, Pharmaceutical Society of Northern Ireland), in which Mr. McIlhagger referred to recent weaknesses shown by students in the examinations, and suggested that members should study the recent paper on weighing and measuring. He urged a high standard of ethical conduct on all associates in their relationships both with one another and with employers. At that point Mr. McIlhagger joined the meeting, and in his remarks stated that a post-graduate course on physiology, to be given by Dr. Roddie, had been arranged by the Society's Council, and lectures on pharmacology and therapeutics would be given later by Professor Wade. Mr. McIlhagger reminded graduates of the importance of maintaining careful control in the dispensing and storage of poisons, especially the Schedule 4 group, both in retail pharmacies and in hospitals.

MR. J. SHAPIRO urged the Associates' committee to take up with the Council of the Pharmaceutical Society of Northern Ireland the need for the publication of a pharmaceutical calendar which would give a *résumé* of laws affecting pharmacists, thereby assisting students in their studies of forensic pharmacy. Mr. Shapiro pointed out that at present students had great difficulty in following the course because many of the Statutory Instruments in Northern Ireland were out of print. It was unanimously agreed that the matter should be taken up with the Society.

MR. F. G. O'CONNELL proposed, and MR. J. M. MCC. THOMPSON seconded, a vote of thanks to the chairman and members of committee, to the auditor (Miss M. Meneely), to the Pharmaceutical Society of Northern Ireland for the use of the rooms, and to Mrs. Wilks for her catering.

### Hospital Pharmacists' Section

Afterwards, a meeting of the hospital pharmacists' section took place, at which Mr. G. E. McIlhagger was re-elected convener. He reported that the Northern Ireland Hospitals Authority had appointed a pharmaceutical planning subcommittee, and paid tribute to the courtesy and helpfulness of the Authority's headquarters staff. In the discussion which followed the importance of careful planning of new pharmacies was emphasised.



## LEGAL REPORTS

### No Allegations Against Product

It is pointed out by the solicitors to Mr. James Lowe, Imperial House, Dominion Street, London, E.C.2, that, in the action brought against Mr. Lowe at Kettering recently (*C. & D.*, November 2, p. 478) the prosecution made it clear that they were only concerned with certain statements contained in advertisements (which were withdrawn some time ago) and were not making any allegations with regard to the product Apiserum or its efficacy.

### Store Detective Assaulted

At Leeds magistrates' court on October 28 four Bradford youths who pleaded "guilty" to assaulting Mrs. Ruby Gordon, a floor detective employed by Boots, Ltd., Briggate, Leeds, and causing damage amounting to £18 10s. to her clothing, and to individual charges of shoplifting, were heavily penalised. The prosecution stated that, on a Saturday afternoon, Mrs. Gordon saw one of the youths take a book without paying for it. She confronted the four as they were leaving the shop, but was pushed on one side, hit with a stick, thrown to the ground, kicked and punched. The youths ran away, but Mrs. Gordon chased them and managed to grab one until the other three hit her arm until she let go. She again gave chase but fainted. One of the youths was stopped by a civilian and a policeman caught another. The other two were later seen at their homes. Frederick Jackson was fined £15 for shoplifting. The others were fined £10 each. All were fined £5 each for assault and £5 each for damage to clothing, plus £2 10s. each compensation for that damage.

### Judgment Reserved in Tax Appeal

AN appeal to decide whether Evans Medical Supplies, Ltd., Speke, Liverpool, 19, were liable to pay tax on a sum of £100,000 received from the Government of Burma in 1953 under that Government's plan to set up its own industry to manufacture pharmaceutical products came before the House of Lords recently. The Crown appealed from a decision of the Court of Appeal (*C. & D.*, December 22, 1956, p. 678) that the matter should be remitted to the Special Commissioners for Income Tax for them to say, if necessary after calling further evidence, whether any part of the £100,000 was payment for information about secret processes used by the company in the preparation, packaging and storing of certain of its products. There was a cross-appeal by the company from the court's finding that Mr. Justice Upjohn was wrong in holding that the whole of the money was a capital receipt and therefore not taxable. Sir Frank Soskice, Q.C., for the Crown, said that, for many years before 1953, the company had carried on business through an agency in Burma. Under the agreement made with the Burmese Government in 1953, the company undertook to make available information about certain secret processes and to provide certain services which, clearly, could not be said to be of a capital nature. The company was to

receive, in addition to the £100,000, a sum of not less than £25,000 a year for seven years for training personnel and managing the new factory. It was common ground that that money was of an income nature. The Crown's case was that there was ample evidence to justify what he submitted was a finding of fact by the Commissioners: that the company, in earning the £100,000 under the terms of the agreement, chose what appeared to the directors to be the best method of exploiting its business in Burma in face of the threatened loss of a valuable export market. Even if the information about the secret processes was an asset of which the company disposed, he submitted that it was done as a trading transaction. Mr. John Senter, Q.C., for the company, disputed the contention that the Crown had a finding of fact in their favour. The finding of the Commissioners did not accurately represent the evidence given by the company's managing director (Mr. I. V. L. Fergusson).

The Commissioners found in the case stated that the company had chosen the best means of "exploiting its business as wholesale druggists in Burma." What Mr. Fergusson said, however, was that the company chose the best method of

"developing its business." Besides using the word "exploiting" the Commissioners added to the evidence given the words "as wholesale druggists," and also added without the slightest justification and with a sinister significance the words "in Burma." He suggested that the Commissioners' finding was vitiated in part by the fact that it was based on the Crown's alternative argument that, when the agreement was signed, the company began a new trade. That argument was abandoned before the end of the hearing before Mr. Justice Upjohn. Many developments of a business could be useful, but that was not the language used in the charging section. It was wrong to regard the agreement as merely one for the provision of services, like an agreement for services given by a professional man. It was no part of a wholesale druggist's trade to deal in plans, licences or formulas, as mentioned in the agreement. Counsel added that the company was quite prepared to accept the decision that the case should be remitted to the Commissioners to establish by evidence that virtually the whole of the £100,000 was attributable to the imparting of information about the secret processes. Judgment was reserved.

## IN PARLIAMENT

### BY A MEMBER OF THE PRESS GALLERY, HOUSE OF COMMONS

HIGHER National Insurance contribution rates were announced in the House of Commons by Mr. JOHN BOYD CARPENTER (Minister of Pensions and National Insurance) on November 6. The contribution paid by the employed man is being increased by 2s. to 9s. 5d. and that paid by his employer by 1s. 11d. to 8s. 1d., including in each case the separate National Health Service contribution. The contribution for the self-employed man is being increased by 2s. 3d. to, on the same basis, 11s. 6d. There will be corresponding increases in other contribution rates. The increases are taking effect in February 1958.

### Weights and Measures of Foodstuffs

MR. F. J. ERROLL (Parliamentary Secretary to the Board of Trade) told MR. W. S. I. WHITELAW, in a written answer on November 7 that the President of the Board of Trade was proposing to implement a number of the recommendations of the Committee on Weights and Measures Legislation about foodstuffs, by means of regulations under the Board's existing powers, since it was unlikely that time could be found in the present Session for weights and measures legislation.

### Caponised Chickens

MR. DEREK WALKER-SMITH (Minister of Health) told LIEUTENANT-COLONEL W. H. BROMLEY-DAVENPORT on November 11 that the advice of the Medical Research Council was that experiments had showed that any trace of oestrogen remaining in the flesh of caponised chickens was extremely small, and that neither carcinogenic nor other undesirable effects were to be expected from the use of diethylstilboestrol. In the light of that advice no further investigation seemed called for. A paper published in July 1957 reported that

conclusions of a member of the staff of the Laboratory of Nutrition and Endocrinology of the United States Department of Health, Education and Welfare, and that report stated that the amount of oestrogen in the meat of beef cattle and poultry treated with such compounds presented no hazards to man.

### Influenza Respirator

MR. DEREK WALKER-SMITH (Minister of Health) told MR. HECTOR HUGHES on November 11 that he would be glad to obtain a scientific opinion on the value as a protection against influenza of a respirator that had been sent to him by Mr. Hughes, if the latter would tell him (the Minister) what the respirator contained.

## COMPANY NEWS

Last year's figures in parentheses

**CRODA, LTD.**—The following appointments became operative recently: Messrs. T. C. Jackson (local director, north-west area); L. G. Warren (local director, Midlands area); and J. M. Cannon (local director, North America).

**FISONS, LTD.**—The chairman, Sir Clavering Fison, in a review circulated with the report and accounts for the year ended June 30, states that group sales at home and abroad including those of subsidiary companies were £44.7 millions (against £41.5 millions). Group trading profit, including dividends from associated companies, after deducting interest of £257,000 (£146,000) was £3,095,000 (£3,051,000). Net profit was £1,516,000 (£1,228,000). Dealing with the progress of the various companies, the chairman states that sales of Whiffen's industrial chemicals increased by 20 per cent. in the home market, whilst exports rose by 25 per cent. and accounted for 55 per cent. of



output; Europe and the U.S. provided the biggest outlets. In pharmaceutical chemicals, Whiffen & Sons, Ltd., increased their turnover by 10 per cent. but severe competition from European manufacturers continued, and as exports account for 60 per cent. of sales, that section of the business faced difficult conditions. The report adds that Whiffen's subsidiary company in India has commenced operations. Sales of pharmaceuticals of Bengel Laboratories, Ltd., have risen steadily and Genatosan, Ltd., have had a successful trading year. On the coming year, the chairman states that it has begun well, and unless conditions change materially, he expects results to be as favourable as in the past year.

### New Companies

P.C. = Private Company; R.O. = Registered Office

**OWEN PARRY (CHEMISTS), LTD. (P.C.).**—Capital £3,000. To carry on the business of consulting, manufacturing, pharmaceutical and general chemists, etc. Directors: Owen Parry, M.P.S., and Gwen Parry. R.O.: Medical Hall, Portmadoc.

**WANSTEAD PHARMACY, LTD. (P.C.).**—Capital £100. To carry on the business of dispensing chemists, etc. Directors: Samuel Relph, M.P.S. (chairman), and Sidney J. Relph, F.P.S. Solicitors: Iliffe Sweet & Co., 2 Bedford Row, London, W.C.1.

**EDENTHORPE CHEMISTS, LTD. (P.C.).**—Capital £100. To carry on the business of wholesale and retail chemists, druggists, etc. Directors: Robert Horberry (director, the Porkshop (Doncaster), Ltd., etc.), and Marjorie Warren. R.O.: 33 Thorne Road, Doncaster.

### BUSINESS CHANGES

**HORMONES & CHALONES, LTD.,** are removing to 29 Rodney Road, Cheltenham, Glos, on November 18.

**MR. A. W. GIBBS, M.P.S.,** has opened a pharmacy at 5 The Parade, Southgate, Crawley, Sussex.

**CROWN CAPSULE CO., LTD.,** Helensburgh, Scotland, are transferring their offices and works to Gravel Hill, Bexleyheath, Kent, on November 18.

### Appointments

**DISTILLERS CO. (BIOCHEMICALS), LTD.** (sales division), The Broadway, Wimbledon, London, S.W.19, have appointed Dr. G. F. Anderson, M.B., Ch.B., D.P.H., their medical adviser.

### OVERSEAS VISITS

**MR. GEORGE WEST** (assistant manager of the export department in the chemicals division of Newton, Chambers & Co., Ltd.), began a 20,000 miles business tour of Commonwealth countries and the Far East on November 3.

**MR. JAMES HUTCHISON** (chairman, British Oxygen Group of Companies) left London by air on October 31 on an extensive tour to visit the group's associated companies in Australia and Canada. He will also visit other interests of the group in the Far East and is expected to return to England about December 6.

### PERSONALITIES

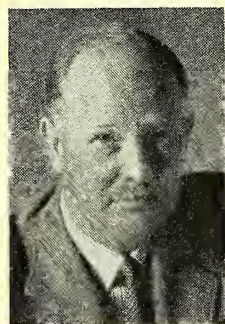
**MR. E. J. LATIMER, M.P.S.,** 24 Market Place, Loughborough, Leics, who has received a letter of congratulations from the Council of the Pharmaceutical Society to mark his fifty years' membership of the Society, began work as a pharmacist at Bourne-mouth in 1907 after a period of study in London. Two years later he acquired a business in Loughborough and although the building which housed his premises was later pulled down the present shop stands on the original site. In 1939 Mr. Latimer was joined in business by his son, Donald, who passed the Pharmaceutical Chemist examination in 1936.

**MR. HERBERT SCHUETTE,** managing director of the company that

manufactures at Cologne, Germany, the 4711 range of perfumery and cosmetic products, has been elected president of the *Marken-artikelfverband*, the branded goods manufacturers' organisation of Germany. Mr. Schuette has

previously had a long term of office as president of the German cosmetic manufacturers' organisation.

**MR. M. M. McNEILL, M.P.S.,** who has been appointed to succeed Dr.



David McCall as secretary of the Pharmaceutical General Council (Scotland) (see C. & D., November 2, p. 480) was appointed assistant secretary of the Pharmaceutical General Council (Scotland), in 1951. Educated at Preston Lodge School and

Heriot-Watt College, Edinburgh, he qualified as a pharmacist in 1938, and has had experience in retail pharmacy in various parts of Scotland. He enlisted in the R.A.M.C. in 1939 and was stationed in military hospitals in this country and in India. After active service with a field ambulance in Burma, he was commissioned Lieutenant (Q.M.) to command an Army Medical Stores Depot. On release from military service in 1946, Mr. McNeill took an appointment with the United Africa Co., Ltd., and worked for five years in Nigeria, Gold Coast and Sierra Leone.

**MR. A. RUTHERFORD, M.P.S.,** Hassendean, Ganavan Road, Oban, Argyll, who retired recently after thirty-one years as a pharmacist in the town, was for twenty-five years manager of Boots, Ltd. At a function in Glasgow, which was also attended by Mr. R. C. M. Dickson (territorial

general manager and area director), Mr. Rutherford was the guest of the district managers of Boots, Ltd. Mr. Rutherford was presented with a cheque by Mr. Dickson on behalf of the directors, while he was also handed a gift from the district managers. Later Mr. and Mrs. Rutherford entertained members of both Oban branches' staffs of Boots, Ltd., at a function which was attended by Mr. D. Bannatyne, M.P.S., manager of George Street branch and Mr. J. D. Geekie, M.P.S., who has succeeded Mr. Rutherford as manager of the Argyll Square branch. On a subsequent occasion the medical practitioners of Oban and district honoured Mr. Rutherford. A native of Hawick, Mr. Rutherford began his apprenticeship with the well-known Border firm of chemists: Kennedy, Hawick.

### DEATHS

**BAKER.** — On October 15, Mr. Sidney Baker, M.P.S., Ballalheaney, Glen Roy, Laxey, Isle of Man. Mr. Baker qualified in 1929.

**BURTON.** — On October 27, Miss Tasmania Mary Burton, F.P.S., The Brae, Longdown Road, Lower Bourne, Farnham, Surrey, aged seventy.

**DAVIES.** — On September 9, Mr. Henry Richard Davies, M.P.S., 78 Lambton Quay, Wellington, C.1, New Zealand. Mr. Davies qualified in 1907.

**INCE.** — On November 2, Mr. Edgar Benjamin Ince, M.P.S., 4 Old Wrexham Road, Chester. Mr. Ince qualified in 1921.

**LEIGH.** — On September 13, Mr. Arthur Drury Leigh, M.P.S., 86 Eachelhurst Road, Pye Hayes, Birmingham, 24. Mr. Leigh qualified in 1921.

**PARKER.** — Recently, Mr. Walter John Parker, M.P.S., 27 Rosedale Avenue, Acomb, York, aged seventy-seven.

**PEARCE.** — At Chipping Norton War Memorial Hospital, on November 7, Mr. Frederick Pearce, M.P.S., 8 High Street, Chipping Norton, Oxon, aged eighty. Mr. Pearce was one of the oldest practising pharmacists in the country. He had been in business in the same premises since 1907. Mr. Pearce was well-known throughout Oxfordshire and the North Cotswolds, especially among the older members of the farming community and the Heythrop Hunt. He had his own special preparation for cleaning hunting pink. He and his wife celebrated their golden wedding anniversary in June 1956. He is survived by his widow, one son and two daughters.

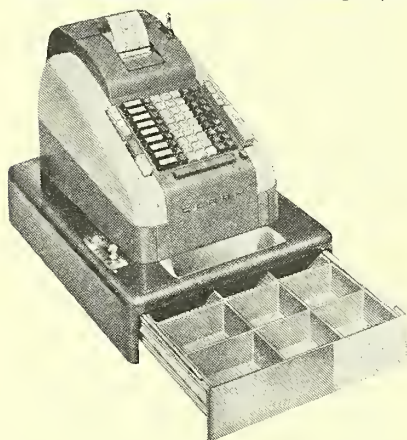
**TUNBRIDGE.** — On October 27, Mr. Donald Tunbridge, M.P.S., 41 Regent Road, Great Yarmouth, Norfolk, aged fifty-eight.

**WORTHINGTON.** — On November 1, Mr. James Proe Worthington, M.P.S., 360 Gathurst Road, Wigan, Lancs, aged eighty-two. Mr. Worthington had been in business as a chemist in Market Street, Wigan, for over fifty years. Trained by the late Mr. Jonathan Phillips, he was for many years in partnership with Mr. Robert Scott, trading as Scott and Worthington. On Mr. Scott's retirement he became sole proprietor of the business.



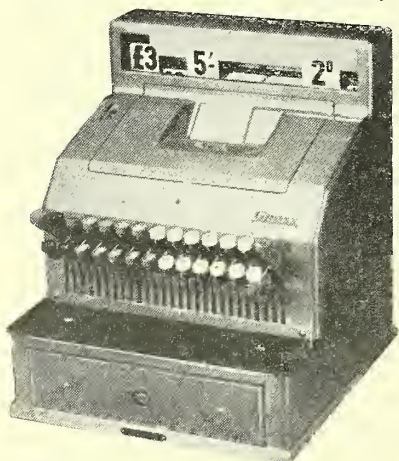
## AIDS TO EFFICIENCY

**Super-fast Cash Register.**— Claimed the world's fastest-operating cash register (capacity 180 registrations per minute) the Clary, marketed by Clary Cash Registers, concessionaires of Clary International, Ltd., 15 Percy Street, London, W.1, has other noteworthy features. American designed, it is low-priced, issues an itemised receipt (re-



taining a copy), automatically subtracts refunds from the customer's receipt and prints the net total. The detail roll, which is visible, may be written upon should additional information be required. The machine has a jam-proof keyboard and a handsomely streamlined appearance. One single Yale key controls the entire machine and, at any desired time, the register may be used as an adding machine without disturbing the cash total. In 1956 the Clary Corporation was awarded the first prize by the National Union of Electrical Engineers in America for the finest electrical and mechanical product produced since the 1939-45 war. It is understood to be the first cash-register company ever to have received such an award.

**Automatic "Accounting" in Three Colours.**— The latest cash register, offered by Gross Cash Register, Ltd., Hornsey Road, London, N.8, the Sys-



tematic, for the first time automatically dissects sales information in three distinctive colours. The feature is exclusive but only one of several improvements. The advantages of being able to

"group" individual sales into easily identifiable categories have long been obvious. There have been devices, both manual and automatic, for helping the shopkeeper to distinguish, say, credit sales from cash taken, and sales in one category from those in another. Messrs. Gross claim that the job has never before been done with anything approaching the precision and clarity made possible by their new machine. The company's exclusive system has been named "colour dissection." The machine which incorporates it is precision engineered, has a modern appearance and has a colour-selection keyboard that can be pre-set for one-finger registration and correction. As well as printing in three colours, the machine automatically provides protected totals on a daily record card whenever they are required, has an automatic ejection and paper tear-off device, and is easily loaded and maintained. The drawer operates on ball races, has an automatic brake action, and the cash drawers it contains are both removable and washable. It is moderate in price and carries a ten-year guarantee.

## LIGHTING, HEATING AND VENTILATION

**Lighting Fittings.**— Made available recently by Philips Electrical, Ltd., Shaftesbury Avenue, London, W.C.2, are industrial trough reflector fittings for 4 ft. and 5 ft. bi-pin fluorescent lamps. The lamps are firmly held by spring-loaded, rotor-type lampholders and the reflector can very easily be removed, without the aid of tools, for cleaning. Philips TM10 series all-in-one industrial mounting channels for 40-watt and 80-watt fluorescent lamps combine all accessories such as the new ballasts, starter holders and lampholders, which are pre-wired. The mounting channels are suitable for pendant and surface mounting and they can be used with or without attachments, singly or in rows end to end. In a new range of tungsten bowl fittings for direct or indirect illumination, the bowl is constructed of glass fibre reinforced polyester resin of ivory hue.

**Booster Heating.**— A new technique developed by Gulf Radiators, Ltd., 229 Regent Street, London, W.1, combines an electric oil-filled radiator and hot-water radiator into a single heating unit. The electrical section of the unit is a thermostatically controlled oil-filled panel radiator which is welded to the front of a lightweight panel hot-water radiator of the same surface area. An air gap of approximately 1½ in. is left between the two radiators. The hot-water radiator is connected in the normal way to the central heating system and in very cold weather the electrical unit can be switched on to supplement the hot-water central heating. Conversely in the between-seasons the electric radiator alone may be used for sudden cold spells when it would be uneconomic to operate the hot-water central heating system. The new duplex electro/hot-water radiators are obtainable in variable lengths from 24 to 78 in. Element loadings of the electrical units range from ½ to 2 kilowatts.

## PHOTOGRAPHIC NOTES

**Slide Viewer as Gift.**—View-Master (England), Ltd., 16 Eastcastle Street, London, W.1, draw attention to the suitability of their three-dimensional slide viewers and reels (in full colour) as Christmas gifts.

**Foam Rubber Squeegee.**— A roller squeegee in foam rubber, claimed specially suitable for mounting enlargements, is available from the Pullin Optical Co., Ltd., 93 New Cavendish Street, London, W.1. The 6½-in. roller is mounted on a steel rod, with clip on one end for dismantling.

**Plastic Measures.**— New Alkathene measures in 10-oz. and 20-oz. sizes introduced by Johnsons of Hendon, Ltd., Hendon Way, London, N.W.4, are understood to stand boiling water as well as being chemically resistant. Graduated in fl. oz. and c.c., they are scaled on both sides of the measure.



**NOW IN "EYE-CATCHING" BOXES:** Smart new boxes in red and black now house G.B. Film Library Movie-pak releases. They are varnished to withstand finger marks, and for easy reference each box is fitted with a spine label giving title and catalogue number.

**Light-weight Dishes.**—A new Vogue range of developing dishes launched by Johnsons of Hendon, Ltd., Hendon Way, London, N.W.4, is competitively priced. Four larger sizes (down to 10½ x 8½ in., 2½ in. deep) are offered in two grades (the better in white and the second in beige); white dishes 5½ x 7½ in. and 7 x 9½ in. and a 4½ x 3½ dish 1 in. deep in white, orange or grey complete the range.

**Antarctic Photography.**— Photographer George Lowe, a member of the trans-antarctic expedition, is taking photographs successfully in the antarctic at temperatures as low as minus 60°F. He keeps his camera warm, when not "shooting," by carrying it inside his clothing. Processing facilities, which he describes as excellent, are provided by the tiny (6 x 4 ft.) darkroom specially designed and equipped for the expedition by Kodak, Ltd., Kingsway, London, W.C.2, and photographic items which spent the expedition's first year buried in snow at temperatures down to minus 60°F. were found to be in perfect condition when they were unpacked.



## TRADE NOTES

**Policy Change.**—Ward, Blenkinsop & Co., Ltd., 37 Queen Square, London, W.C.1, point out that, while supplies of ordinary Ekammon tablets continue to be available, the company's propaganda to the medical profession is now concentrating on the new Ekammon-soluble tablets.

**Gift Wrappers.**—To meet a demand for Glovelies blue PVC house gauntlets as Christmas gifts the makers, James North Distributors, Ltd., Kirkman House, 54A Tottenham Court Road, London, W.1, are enclosing the normal Glovelies carton in a colourful, easily removable gift wrapper.

**Pack Modifications.**—County Laboratories, Ltd., Honeypt Lane, Stanmore, Middlesex, have made a slight change in the carton in which Brylcreem in tube is housed. All four sides are now red (in the past a panel at the foot has been in white, with black lettering). The tube cap is now of the larger "fez" type.

**Symposium on Bacterial Spores.**—An extra number of the *Journal of Applied Bacteriology* to appear in December will include papers read at a special symposium of the Society for Applied Bacteriology in July. Orders (35s.), are now being taken by the Society's Publications Manager, Milton-Deosan Research Laboratory, 64 Wimpole Street, London, W.1.

**An Additional Strength.**—Pfizer, Ltd., 137 Sandgate Road, Folkestone, state that, in view of recent clinical trials and the increased use of Atarax brand hydroxyzine which, they claim, have confirmed its remarkable safety and freedom from side-effects, they have introduced a new 25-mgm. green sugar-coated tablet. It facilitates the economical administration to adults of doses of 75-100 mgm. daily. The packs are containers of twenty and 100.

**Direct Accounts Closed.**—J. F. Macfarlan & Co., Ltd., 109 Abbeyhill, Edinburgh, 8, announce that, owing to the increased demands made on their time and resources by their manufacturing business, they are ceasing to deal direct with retail chemists as from November 30. They hope that the change will benefit wholesale and manufacturing customers, and express regret to many old friends on the retail side at the severance of business connections with them.

**Sponsored Propaganda.**—Companies taking part in the first television campaign arranged by the National Pharmaceutical Union include ADDIS, LTD., Hertford (hair brushes); BOURJOIS, LTD., Croydon (Evening in Paris gift sets); CUSSON, SONS & Co., LTD., Kersal Vale, Manchester (Imperial Leather and other gift sets); WILLIAM FREEMAN & Co., LTD., Subbaseal Works, Barnsley (Suba Seal hot-water bottles); J. GROSSMITH & SON, LTD., 41 Piccadilly, London, W.1 (White Fire gift

set); RICHARD HUDNUT, LTD., Eastleigh, Hants (Style home "permanent"); MAX FACTOR, HOLLYWOOD AND LONDON (SALES), LTD., 16 Old Bond Street, London, W.1 (gift set); MORNLY, LTD., Perivale, Middlesex (gift sets); PARKE, DAVIS & Co., LTD., Hounslow, Middlesex (Euthymol tooth-paste); PHILIPS ELECTRICAL, LTD., Century House, Shaftesbury Avenue, London, W.C.2 (Philishave dry shaver); THERMOS, LTD., Seymour Road, London, E.10 (vacuum jug); and YARDLEY & Co., LTD., 33 Old Bond Street, London, W.1 (gift set).

**Synthetic Resins for Cosmetics.**—Derivatives of dimethyl hydantoin are beginning to find applications in a number of industries and the American Glyco Products Co., Inc., are manufacturing in 1957 approximately 1,000,000 lb. of the compound. Two formaldehyde derivatives, monomethylol hydantoin and dimethyl hydantoin formaldehyde resin, are being used commercially in cosmetics. The former, a white crystalline material, completely free from odour, and containing approximately 19 per cent. of combined formaldehyde, shows great promise as

a new source of formaldehyde that will release it slowly over a period. Dimethyl hydantoin formaldehyde resin, an alcohol-and-water soluble polymer, has film-forming properties that make it useful in formulating aerosol hair sprays and wave lotions. The product, water-white and practically odourless, has a high gloss, is adhesive, does not ferment or decompose, and is resistant to oils, benzene and many aromatics. It is readily soluble in water in all proportions, giving solutions of low viscosity even at high solids content. The resin is particularly suggested as an economical replacement for shellac in the formulation of hair lacquers. Commercial quantities are available for immediate delivery from Rex Campbell & Co., Ltd., 7 Idol Lane, London, E.C.3.

### Bonus Offers

IRISH MOSS MANUFACTURING CO., LTD., 421 Antrim Road, Belfast, Loughrey's syrup of Irish moss, 14 to doz. on 3-doz. lots. Till November 16.

JOHN BELL, HILLS & LUCAS, LTD., Oxford Works, Worsley Bridge Road, London, S.E.26. John Bell's cold capsules. 13 to doz.

## NEW PRODUCTS AND PACKS

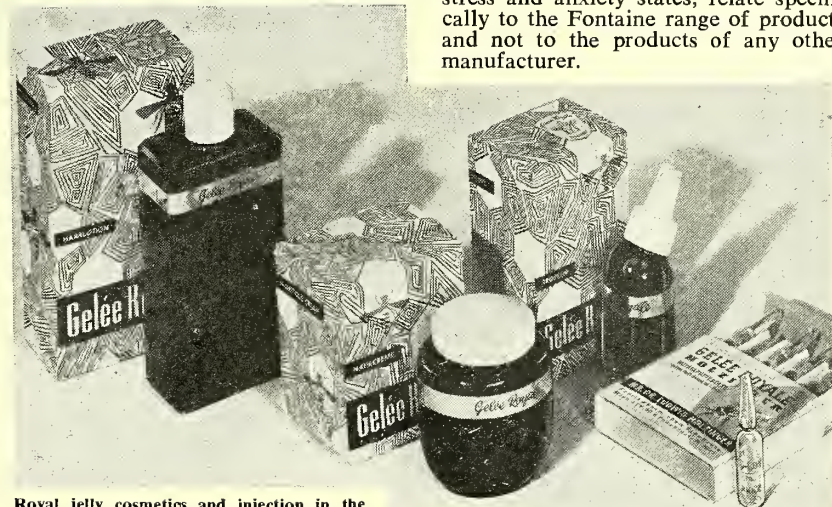
**Asthma Inhalant and Inhaler.**—Norma Chemicals, Ltd., 198 Finchley Road, London, N.W.3, are marketing in a 15-c.c. bottle a new speciality, Noradran inhalant, for the treatment of asthma; and a Noradran inhaler specially designed for pocket or handbag. The inhaler is packed in a small polythene box.

**Stain Remover.**—A stain remover, Jif, in the form of a small sponge that is dipped in water and rubbed over the spot until the stain disappears is now being marketed by Vetroplastics, Ltd., 61 Gamage Buildings, Holborn, London, E.C.1. The sponges are packed in strips of two in wallet pack. Each sponge may be used three to four times. The wallets are packed in display outer of 2 doz.

**A Cologne for Men.**—The latest product in the Lubin perfumery range is *Son Fils et Lui*, which is described as "a true men's Cologne, eminently

suitable also as an after-shave lotion." The product is "sophisticatedly" presented in a pressurised spray bottle. The suppliers of the product are Abbey Perfumery Co., Ltd., Baker Street, London, W.1.

**Royal Jelly Preparations.**—The Fontaine series of royal-jelly specialities, manufactured by the organisation of Dr. Holzinger, Vienna, Austria, and marketed in Britain by Tom Hobson, 46 Crooked Billet, London, S.W.19, comprises hair lotion, skin cream, drops and ampoules for injection in the elegant packs illustrated. Mr. Hobson offers to send to any chemist who cares to write for them reprints of reports on the products published in a number of continental medical and medical-cosmetic publications. He points out that the reports, which amount to recommendations for the use of royal jelly preparations in conditions as widely differing as arteriosclerosis and stress and anxiety states, relate specifically to the Fontaine range of products and not to the products of any other manufacturer.



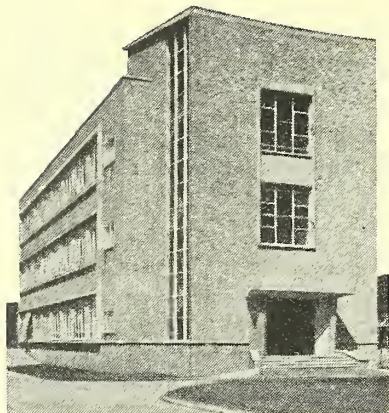
Royal jelly cosmetics and injection in the Fontaine series.

## INFORMATION WANTED

The Editor would appreciate information about the following:

GAMATHINE  
Bonnaire Deodoriser, Ltd. (address)





BEHIND the announcement (*C. & D.*, November 9, p. 499) that the first supplies of poliomyelitis vaccine from the Wellcome Research Laboratories had passed their official tests lies far more than the launching of a new product. For the production of the vaccine a building had to be devised that would permit the preparation, in conditions of complete sterility, of a potent biological substance holding infective risks at many stages if any fault in layout or supervision should creep in.

The decision to construct the special building was taken in 1954. At that time a £2 million scheme for the rehousing and expansion of the Laboratories as a whole, especially on the serological side, was at the paper stage. Many of the existing buildings, even then, were beginning to "burst at the seams," and any attempt to find room to make the new vaccine in the quantities required would have prejudiced the supply of other and equally essential biological products. The grand plan was modified to the extent of giving first priority to a new building for the production of poliomyelitis vaccine and a close study was made of the difficult engineering problems involved. Scientists, engineers and architects concerned with the project visited laboratories in Europe and North America to study their methods of meeting similar problems. Local and county authority approval was secured for the building plans, and construction was started in September 1955. The three-story building, pictured at the head of this article, was completed in January 1957 at a cost of £250,000.

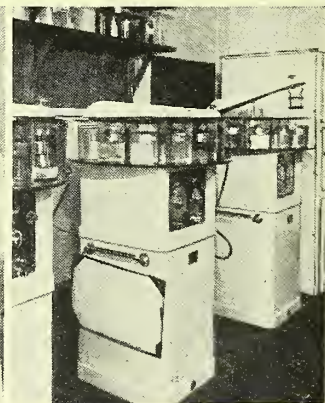
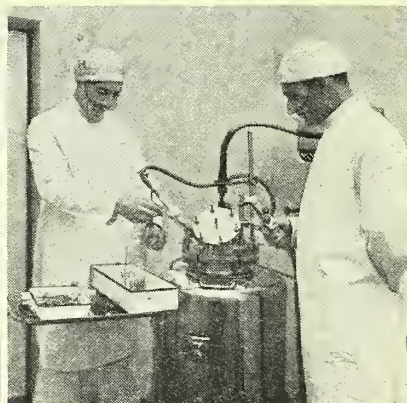
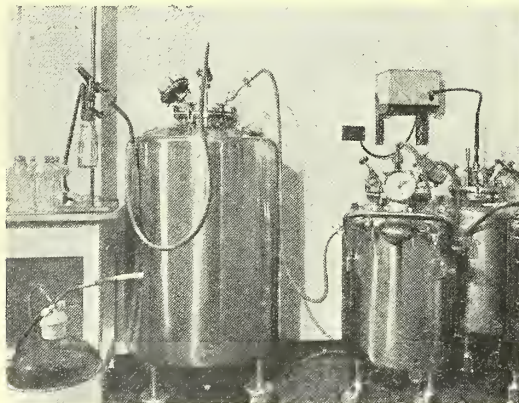
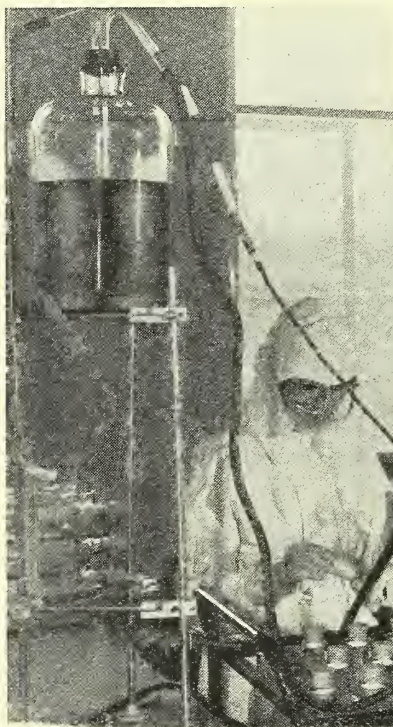
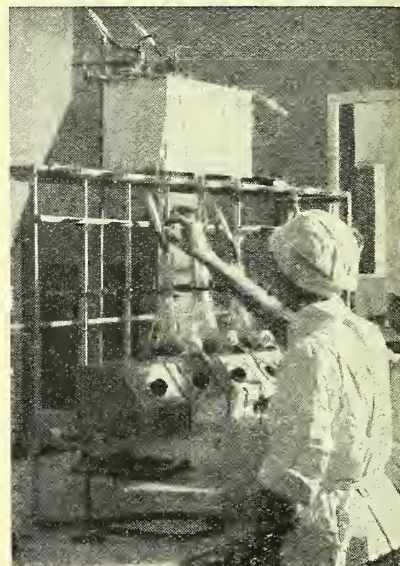
In the intervening seventeen months ingenious solutions had been worked

## TAILOR-MADE FOR ITS TASK

### The new poliomyelitis vaccine production building of the Wellcome Research Laboratories, Beckenham

out to exceptional production problems to which there was no textbook answer. In the internal arrangement, each of a number of functions had to be given space for its operation. Many had to be given conditions of asepsis in a building housing the animals necessary to the production of the vaccine, who had to be shielded from infecting or being infected. To provide the necessary segregation of sections, it was contrived that any infective material must pass through autoclaves before entering one part from another or passing out of the building. All service pipes, ducts, drains,

Top, right: For the culture of the tissue, monkey kidney is prepared in ways that include treatment with trypsin. Below: Another stage in production is the filling of culture bottles with medium.



From pools of each of the three known types of virus, poliomyelitis vaccine is blended in stainless steel vessels (left). During the inactivation process samples of the vaccine are withdrawn for test (centre). For histological examination the tissues have to be processed (right).



etc., were kept out of the laboratories, and each section was given an air-conditioning system of its own, capable of being heated or cooled, or of being set at pressures above those of neighbouring rooms. All the services were made to rise in a vertical shaft at one end of the building. They are drawn off horizontally under the ground floor or between the floors of higher stories and the ceilings below, in "voids" centrally deep enough along their length to let a man stand up, but on either side, between a sloping ceiling below and a horizontal floor above, only to crawl in. With the services located in the "voids," any maintenance fault can be put right without interrupting the work

of the laboratory and—even more important—without introducing septic hazards into the aseptic areas.

Another security device is an exclusive lift, with no access from other floors, to take up to their third-floor quarters the animals—mainly monkeys—without which the polio vaccine could not be made and tested.

While the building was going up the problems of manufacture were worked out elsewhere—to such effect that full production became possible so soon as the building was occupied.

Essentially the process consists of multiplying kidney-tissue cells to form a medium on which can be grown each of the three known types of the polio

virus which is necessary to produce the maximum immunity. A pool of each type is prepared separately and, after the virus has been inactivated, the pools are blended.

Work is well advanced on two other buildings of identical size and similar shape, the trio to form a £700,000 virus research and production unit. The unit will be followed by an immunology unit and others for research on and production of veterinary biological products, and for pharmacological research, the whole expansion involving an estimated cost of £2 millions. The veterinary laboratory is already three-quarters complete and is expected to be ready for occupation in March 1958.

## MANAGEMENT LOOKS AT RESEARCH

### Topical theme for the twelfth National Management Conference

THE theme of the twelfth national management conference, held at Bournemouth, November 6–8, was "Research—a Signpost to Better Management." The theme was topical, and Dr. ALEXANDER KING (deputy director, European Productivity Agency) who flew from Paris to address a plenary session on November 7, spoke of the Russian satellites having shattered complacency. He pointed out that the Russians' magnificent achievement was probably most important to Britain as an indication of the scientific and industrial capacity possessed by the U.S.S.R. which would increasingly influence Britain's own position in world trade in industrial products. Fear of war might well diminish but industrial competition based on impressive scientific and engineering resources became more imminent each day. Dr King's address made a fitting prelude to a paper (below) read by Mr. B. White (managing director, A. Boake, Roberts & Co., Ltd.) at a sectional meeting the following morning, for many of Dr. King's remarks were concerned with research in the chemical industry. Dr. King said that many attempts had been made to assess the yield from research. Such assessments seldom meant much. Only a small proportion of research undertaken for industry yielded a definable result in terms of new products or processes. The few which had led to such concrete success no doubt paid for the programme—and much more. Nevertheless, even neglecting those, the general technical improvement which came about from the enhanced knowledge of the techniques and possibilities of an industry in those firms with strong and well run research departments itself justified the expenditure.

#### A Major Function

The cost of all research, abortive and otherwise, amounted to one-tenth of the capital investment in that research. In the chemical industry generally, 4–5 per cent. of sales revenue was spent on research. One German chemical company, spending 4.5 per cent. on research, thought that that was too little and that 6 per cent. would give maximum competitive position. In the Du Pont Co. in the United States one-third of the research projects were complete flops, a fifth were useful but insignifi-

cant for competitive manufacture and less than 10 per cent. of projects reached the stage of manufacture and only a small proportion of that 10 per cent. reached the production stage to become new products. In every small firm there should be enough individuals able to take advantage of the technical information provided by research associations. Dr. King said that his address was a plea for research to be regarded as a major function of management.

#### Research in a Chemical Company

The title of the paper read by Mr. B. WHITE (managing director, A. Boake, Roberts & Co., Ltd.) was "Top Management Looks at Research."

Mr. White said that his company was middle-sized, employing about 1,400 people. They were mainly engaged in the chemical industry—an industry based on science and technology. They produced industrial chemicals, aromatic and fine chemicals, compounded essences and flavours and blended perfumery compounds. For the company, research was a vital activity.

The research had three purposes: To keep existing plants, processes and products fully competitive; to look for more economic processes for existing products; and to devise new manufactures or new uses for existing products.

Most of the company's research was done internally; some extra-mural work was done in several universities; research associations were not used to any great extent; nor was any work at present delegated to such institutions as Soudes Place, Fulmer or Battelle. Although the latter kind of outside help could be of great value, particularly to the small firm, it demanded that at least one man within the company should be capable of interpreting and applying the knowledge so gained.

In industrial chemicals the cost of raw materials was a high proportion (about two-thirds of the final selling price) and research was an important means of improving the efficiency of a process, increasing the output and lowering costs. That was true of fine chemical production, too, but there the cost of processing was important and consequently the need for the greatest efficiency. A more recent development was the replacement of some traditional raw materials by cheaper ones of greater availability and more stable

price and quality. An example was the production of various types of industrial alcohols from petroleum in place of fermentation processes. In the section of his company's business which dealt with essences, etc., the technology was concerned with blending rather than with genuine manufacture. Taking his company's activities as a whole, research was of vital importance and a principal means of improving profits and competitive position. The company was at a stage of very rapid development and growth, much of that based on research work in past years now coming into fruition in production.

Within the speaker's company little fundamental research was done and such as was done was mainly extra-mural, carried out in the universities. The development department took knowledge gained in the research section on a small scale to pilot plant level. The third section of the company's research activities was chemical engineering which was concerned with designing plants for production.

Ratios, so far as research and turnover was concerned, could be misleading, for the circumstances in which they were applied could differ widely. One might find in the chemical industry that it was typical for progressive firms to spend about 2½ per cent. of their total revenue on research while the most advanced might spend as much as 5 per cent. His own company's figure was somewhat below the average of 2½ per cent. But figures based on turnover had little value. Something like a fashion had arisen in recent years to engage in research to some given proportion of earnings in order to demonstrate the prosperity of the company, its progressive nature or to establish its prestige. One might say that in companies which yielded to that dubious mental approach research was regarded as the equivalent of a "gold-plated Cadillac."

Research must have an objective. There should be a policy which should be known to all the research staff. But, given general objectives, much of a research programme must be an act of faith. There must be continuity for years if need be, rather than for weeks or months, and those concerned must be prepared to carry on the continuity of effort even in a period of trade recession. Research could not be carried out "with a gun in your back."



While the idea of taking a country house remote from the manufacturing centre might be very suitable for fundamental research the speaker did not consider it a good arrangement for most of the applied research work with which he was concerned. On the contrary he believed that it was a good thing for research and development departments to have regular contact with the factory folk who were concerned with turning out the goods, with the sales department who were selling them, with the costing and accounting and purchasing functions, and with market research activities.

#### Day-to-day Troubles

Putting right the day-to-day troubles in the factory was a useful activity in research, particularly in development research, but too much could be laid at the doorstep of the research department instead of the factory technical staff. There was a question of degree. In his company it had been found that the development section of the research department was a most valuable primary training ground for new technical men coming into the company. That had an important effect on their mental attitude and they tended to get down to fundamentals rather than to deal with matters superficially. That system also helped to cement relationships between the departments those men eventually entered and the research section.

There should be close contact between the research and the costing and accounting departments. Often it was found that through better acquaintance with costing and accounting a project initially thought good was doomed from the start to be unprofitable and had better not take up time and resources. Analysis of costs could also show profitable lines for research attack. For example, cost analysis of a product might show that raw materials were predominant in the cost of the product and research to improve efficiency of utilisation would be indicated.

Within the company, the operating costs of the research department were budgeted and actual costs were recorded against the budgets. When a project ended with a proposal for capital expenditure on new plant then it was expected of those who had developed the work in the research and development departments that they should indicate by signing the proposal that they understood and supported what the company was being asked to do.

There should also be close working between research and buying departments. The research worker should know something of the sources of the raw materials and should know what alternatives were available from what sources and at what prices. Knowledge of the price trends of raw materials was also valuable because it could indicate profitable courses of action by seeking substitutes.

There should be close liaison between research and the department concerned with the development of new products or the expansion of the use of existing products. In some companies that activity was known as market research—in the speaker's it was called product development. The product development staff should be sound scientifically or technically and should

have wide knowledge of the methods of production of the company's products and their use by customers. The staff should be capable of weighing the trends of change and development in a technical sense and they, together with suitable members of the research department, should be able to make contact with the research and development departments rather than with the buying departments of customers. Ideas for products that sprang from the research department must be evaluated by product development before it could be assessed whether they had a likely market. New ideas in the product development department might give rise to research projects.

It was also important that those concerned with the establishing of new products and new processes should have the closest liaison with the engineering department, which would be concerned with the detailed design of plant and its erection.

When research or development men were sent out with salesmen to see customers, complaints could sometimes be traced back and fundamental alterations made to formula, process, etc. Not all research workers were suitable for sending out to interview customers.

Salesmen could get to know of customers' needs but that was useless unless the information was fed back to the product development and research departments.

It should be the aim of top management to create the framework and atmosphere which would stimulate and direct the flow of ideas from various quarters, for the ideas did not all originate in the research department.

There was little value, indeed there was much needless frustration, in executing research which the company could not afford to turn into investment in plant, production and sales.

#### 90 per cent. Negative

As much as 90 per cent. of a given research programme might fail to bring a positive result. But negative results could be valuable if they were beyond question reliable. It was important to have all work, including negative work, well recorded and the records indexed.

Time spent in thinking a project right through to its possible end point, including its cost, might often save needless frustration of research workers through unsuccessful work or through work completed but not carried through to production.

A good research department would always produce more new projects than could possibly be further worked upon and management with the assistance of the research worker had to decide priorities. He had heard it said that priority equalled need multiplied by probability. But that was not to say that each ingredient of the formula was easy to calculate.

The research manager should be a visionary and yet a realist; he must have weight with the boards and, in middle-sized companies, should be a member of it.

In the speaker's own company there was a group of four eminent scientists who acted as an advisory panel, which went over the research staffs' work with them. The company had had considerable benefit from that arrangement.

In his own company, the speaker said, suitable men were encouraged to travel overseas for the company, perhaps to give some technical attention to a plant in one of the overseas companies. Sometimes visits were to entirely different types of industry for cross-fertilisation of ideas. For example in Mr. White's business much about high-temperature vacuum distillation could be learned from the similar technique of the petroleum industry.

The research worker blossomed forth with creative ideas and fertility of mind when there was a climate of technical progress, initiative and drive in a company. In his own company, the speaker said, of a board of seven directors, three had a scientific degree and he believed that that proportion had had a powerful effect on research, expenditure and effort on which had almost tripled in the past few years.

#### Discussion

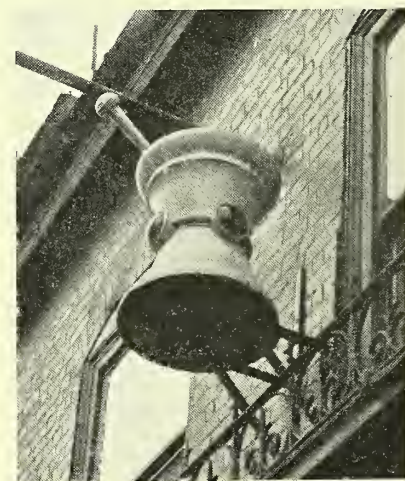
Opening the discussion, MISS JOAN WOODWARD took the opposite view from that of the speaker, and suggested that it was better to send all the research workers to a country manor. It was better to have contact with the factory through a middle man. As a social research worker she had found more conflicts between research and production than in any other area. A lot of that conflict was destructive.

MR. WHITE replied that to adopt the device of using liaison officers was to duck the problem.

DR. G. L. RIDDELL (Albert E. Reed & Co., Ltd.) asked the history of the panel of scientific advisers.

MR. WHITE said that the intention had been to get a once-for-all inspection of the company's research work by an independent and knowledgeable person. The person approached had suggested that it would be better to have an advisory team. That had been agreed straight away, and the man concerned had been responsible for finding the other members of the team. Care was taken to allow all the research workers to come into contact with those eminent men.

(To be concluded)



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## How to Run a Research Department

THE address on research given to a sectional meeting of the National Management Conference by Mr. B. White (managing director of A. Boake, Roberts & Co., Ltd.) (p. 535) bears the stamp of authority. Essentially practical in character, it should prove of value both to those middle-sized companies that at present lack a research department and to those companies whose research departments have, to borrow a phrase from another contributor to the conference, "never got off the ground." For Mr. White made it clear that it is not enough to provide accommodation and hire a research staff; the staff must have the confidence of the management and for the management to have that confidence it must itself understand the limitations of research. To gain that understanding management needs at least a leavening of scientists (even if they may only claim to be "something of scientists") within its ranks.

Relevant to the question of conditions for success in research is the discussion on whether the research department should be an integral part of the factory or housed in a separate "ivory tower" or country manor. It is evident that the question is one that greatly depends on the scale of activity, but for the small and middle-sized company integration would seem to be desirable and, where management is purposeful, capable of being achieved with little friction. It is plain from Mr. White's remarks that a research department has much to gain from contact with production departments and vice versa. Indeed Mr. White would go further and describe integration as essential for the proper functioning of the research department.

While the speaker was not enamoured of the fashion of devoting a given percentage of earnings to research he was careful to make it clear that adequate resources should be allocated for that purpose, and that it should be a continuing allocation even into a period of recession.

### "In the Course of Employment"

AN act committed by an employed person may involve his employer in an action alleging, say, trespass or negligence, if the culprit was acting "in the course of his employment." What does the term comprise?

The wrongful act could have been authorised by the employer, in which case the employer would obviously be just as liable as his servant. Suppose the act, though authorised by the employer, is done in an unauthorised manner, and it is the manner of doing it that is wrongful. Can the employer escape liability on that ground?

Not so, even though he may have expressly prohibited the employee from conducting the operation in the wrongful manner in question. For instance, a van driver may have been expressly instructed to observe the requirements of the Road Traffic Acts. Even if, notwithstanding such specific instructions, the driver drove dangerously and caused an accident, his employer would nevertheless still be liable if the driver were actually engaged at the time on the employer's business. Should the driver, say, make a temporary deviation to give a friend a lift, he cannot be regarded as acting for the period of that deviation "in the course of his employment." He is in fact engaged "on a frolic of his own" and his employer could not be held responsible for any accident that might occur, through the driver's negligence, during that period. A useful guide in deciding whether the business in which the employee was acting at the time was "in the course of his employment" would be whether it equally concerned him and his employer.

Recent cases have raised the question whether a person is to be regarded as acting in the course of his employment if, after working hours, he goes to collect his wages. In one such case an employee finished his work on Saturday morning, and was not due to resume work till the following Sunday night. A good deal later on the Saturday he went back to the pay office to collect his wages, and while on the way sustained an accident on his employer's premises. The court held that the employee was still acting "in the course of his employment" for the purpose of a claim for compensation under the then Workmen's Compensation Act. The basis of the decision was apparently that it was part of the contract of employment that the company should pay him his wages at the pay office and that he should go there to collect them. The court took the view that it was just as much part of his employment to go to the pay office on that day and at that hour, as it was for him to resume his work on the following Sunday night.

Whether, if the employee met with his injury before reaching the employer's premises, though on his way to collect his wages at the appointed place and time, he would also be "in the course of his employment" has never been the subject of an action. The general view appears to be that he would not, and that he would not begin to be "in the course of his employment" until he had reached his employer's premises.

In a more recent case an employee received on the premises of the employer, fatal injuries through the result of the alleged negligence of a fellow employee. The question the court had to decide was whether the fellow employee was at the time of the accident acting "in the course of his employment," so as to render the employer liable for the accident. The negligent employee had completed his work in the morning and returned in the afternoon to collect his wages. The court held that the fellow employee was engaged at the time on business which equally concerned him and his employers. Accordingly the employer was liable for the negligence, if such negligence were established.

On the other hand a lorry driver who had parked his lorry, and was crossing the street to get refreshment at a cafe, when he was involved in an accident with a motor cyclist, was held to have temporarily ceased to be acting "in the course of his employment" and to be acting for his own purposes.



# A PIONEER OF ELEGANT MEDICINES

## 1. Dr. Edmund Kirby and his association with H. & T. Kirby & Co., Ltd.

LAURENCE DOPSON

**F**OUNDER of the business of H. & T. Kirby & Co., Ltd., wholesale and manufacturing chemists, London, N.W.2, Dr. Edmund A. Kirby was at one time physician to the City Dispensary in London and later physician to the South American Mission.

Dr. Kirby was also the author of several pharmaceutical treatises and simple guides for home treatment, including *Kirby's Pocket Pharmacopoeia*. Glancing at that work today one is transported back to days when there was a demand for chests of medicines (with book of directions) "for the country house or for a gentleman's yacht." Yet, despite that approach, which today seems so archaic, and despite a typography that suggests the period of *art nouvelle*, Dr. Kirby's books seem to be well attuned to present-day needs for he advocated the use of phosphorus for loss of nerve power "in these high-pressure times" with "the now universal custom of *living in a hurry*, amongst scenes of constant and multifarious excitement, and which are the salient characteristics of the age." That he wrote in 1871!

Dr. Edmund A. Kirby—the second name was Adolphus—practised from 26 Gordon Square, London, W. (now W.C.1). He had been educated at University College, Gower Street, gaining his M.R.C.S. diploma in 1852. He secured the M.D. degree of King's College, Aberdeen, in 1857. Kirby established a pharmaceutical laboratory "for the preparation of medicines for medical practice in forms best adapted to promote expeditious, convenient and economical dispensing," to use the words of a *Pocket Pharmacopoeia* and price list for doctors issued in the early part of the present century (the firm had been in existence for thirty-five years). "The very generous support that we have received from the profession during this long period has shown how much Dr. Kirby's original idea of saving medical men the delay as well as the drudgery of doing their own dispensing has been appreciated," the book added.

The interests of Dr. Kirby were not solely pharmaceutical. Two contributions to medical journals, listed in his entry in the *Medical Directory*, show that he was a keen obstetrician. In the *Medical Times and Gazette*, two years only after he had qualified, he wrote on "Sloughing of the Fundus Uteri after Parturition" and in 1858 contributed to the *Lancet* a communication on a most unusual induction of labour. In the former case he prescribed effervescent citrate of potash with a small dose of Dover's grey powder every three hours and administered some morphia.

Although practically the whole of his professional life was spent at Gordon Square, the *Medical Directory* for 1879 shows him as having had at that time two other—not far away—addresses; 1 Bedford Square, and Kelsey Park, Beckenham, Kent. In the following year only the Kent

address is given, and Dr. Kirby is marked as "retired." His name last appears in the *Medical Directory* in 1901.

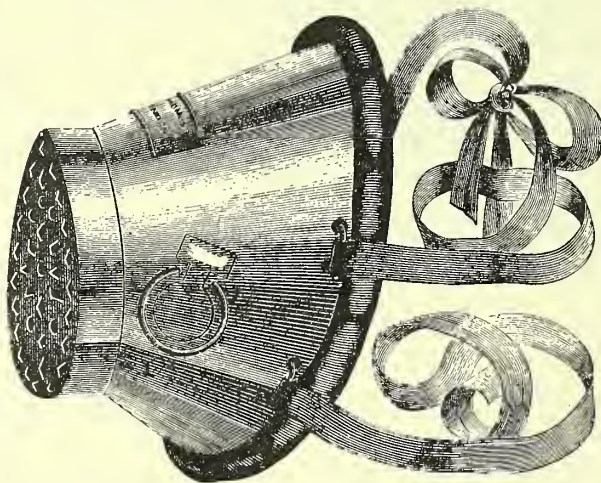
In 1871 Dr. Kirby wrote a monograph, published at 2s. 6d. by H. K. Lewis of Gower Street, "On the value of phosphorus as a remedy for functional disorders of the nervous system, induced by overwork and other exhausting influences incidental to modern life." In the fourth edition, which appeared in 1877, he pointed out that, although phosphorus had been largely employed "as a nervine" tonic in America and on the Continent, it had been neglected in Britain until the issue of his pamphlet. His comment on the official B.P. preparation *Pil Phosphori* was that it was a hard and insoluble pill, composed of resin and wax, no doubt designed as a substitute for his own formula, but that, as the official pills "frequently pass the bowels undissolved, the preparation has no therapeutic value." He termed his own preparation *Pil. Phosphori Mollis* to distinguish it from the B.P. preparation; it contained 2 per cent. of free phosphorus and was used as the basis of other phosphorus preparations, of which twenty-four are listed.

Phosphorus pills had a vogue as great—and for much the same reasons—and they also had a wider application as tranquillisers in our day. "For the past twenty years I have taken a bottle of them at the change of the season," wrote a gentleman from India whose testimonial is reproduced in an H. & T. Kirby publication of 1904, "and they have kept me free from both fever and colds. My native doctor in charge of the men in my factory prescribed your pills where they were suitable and always with the greatest success, but latterly he has been getting your formula pirated under the name of . . . and sold by . . ., and the results have not been the same." Messrs. Kirby commented that

they were the only makers of phosphorus pills prepared according to Dr. Kirby's formula, "yet many chemists, both in the British Empire and America," professed to supply pills according to that formula, "which, as stated, has never been published." The cost of genuine pills was for a long period 8s. per gross.

### The Powder and the Jam

Horror of the Victorian nursery was, as is well known, the "powder," which was mixed up with the jam to disguise it, with the result only that jam came to be hated as well. Besides introducing phosphorus as a nerve tonic Dr. Kirby devised a pleasant method of administering medicines to children by making them up into pills and coating the pills with gelatin. "The capsule covers the drug, which, if it be administered adroitly in this manner, will not be observed by the little patient; but when given as a powder it is mixed with the whole of the preserve and comes into contact with the palate in the most objectionable form.



Oral and naso-oral instrument for continuous inhalation. From Kirby's "Pharmacopoeia of Selected Remedies," 1883.



The success of this pleasant mode of administering powders depends, of course, upon the intelligence and painstaking of the nurse or person preparing the dose."

A Favourite with Parents

In the sixth edition of his *Pharmacopæia of Selected Remedies: A Handbook for Prescribers* (H. K. Lewis, London, 1883), written after he had retired to Beckenham, Dr. Kirby says that he introduced the gelatined-pill method nearly twenty years earlier. "It found more favour with parents than with medical men. The plan, which is an excellent one, has recently been put forward by American pharmacists, and in order to give it another trial, and that English pharmacy shall not be behind that of our enterprising 'cousins,' Messrs. Kirby & Co. prepare all the following formulæ, and many of the preceding ones, in the form of gelatine-coated pills."

An interesting insight into pharmaceutical practice in the late nineteenth century is given by Dr. Kirby in his preface to the 1883 edition. "Similar pharmacopœias are employed in all the London hospitals," he wrote. "These are compiled with particular regard to the requirements of the institution in which they are used. The utility and convenience of these works to the medical officers and students are very great; not only do they save much time in writing prescriptions, but they enable the dispenser to prepare and keep ready for use all the medicines commonly prescribed in the hospital, to supply the patients more promptly, and to get through a larger amount of work, than it would be possible for him otherwise to do. In this manner also the cost of drugs and the expenses attending dispensing, are considerably reduced."



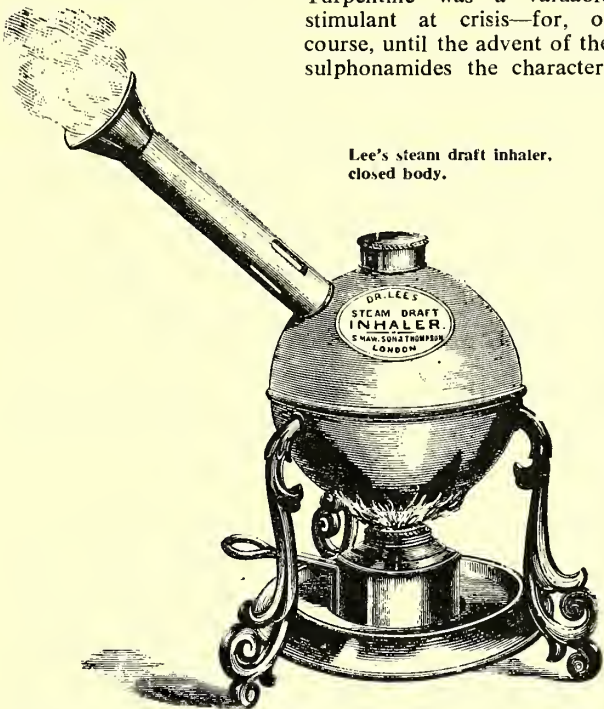
"Not more than 20 ozs. of fluid should ever be used for a nasal douche, and 10 ozs. are generally sufficient. If an apparatus on the siphon principle be employed, it should be placed only just above the level of the patient's head, in order to avoid too great a force of current."

Explaining that his purpose in compiling the work, the former editions of which were published under the title *A Formulary of Selected Remedies*, in order to extend those advantages so far as possible to the practitioner engaged in private practice, Dr. Kirby remarks that the formulas are the more useful to such a practitioner "because many of the medicines may be obtained prepared ready for use, and so he is relieved from the irksome occupation of dispensing his prescriptions; the more irksome, because it imposes work at the close of the day when leisure is especially valued, or when occupations of a higher professional, or it may be of a social, character await him."

The book forms a mirror of medical practice at the time. Dr. Kirby commends a ready remedy for cholera, diarrhœa, colic pains, spasms, etc. "It is at all times exceedingly useful to have at hand a remedy which can be given at once without the delay usually needed for

preparation, especially when these diseases are epidemic." The remedy, a pill, consisted of camphor, gr. 2; powdered capsicum, gr. 1½; and powdered opium, gr. 1. Morphine compounds were then more freely prescribed. Writing of *pil morphiæ et stramonii*, Dr. Kirby writes: "Stramonium has recently been recommended to relieve dysmenorrhœa; it might be tried in this form." Morphine given hypodermically was recommended for patients in pneumonia, as well as green hellebore ("cautiously at onset") and other drugs.

Turpentine was a valuable stimulant at crisis—for, of course, until the advent of the sulphonamides the character-



Lee's steam draft inhaler, closed body.

istic of pneumonia was the crisis. Slimming pills as such may not have had a vogue in the 1880's, but permanganate of potash in one-grain doses in pills, *ter die*, was recommended against obesity. A number of ingenious and indeed awesome pieces of apparatus—inhalers and vaporisers—are illustrated in the pharmacopœia. And in an index to diseases and their remedies is an entry "Vomiting, Obstinate Drunkards"—a reminder that drunkenness was much more prevalent in decorous Victorian times, even among the better classes (as is shown by cartoons in *Punch*) than it is today. Remedies recommended included 5-minim doses of chloroform in gelatin capsules, hydrocyanic acid in effervescent draughts, and "ice, small pieces, swallowed."

(To be concluded.)

BETTER THAN I.T.V?

J. J. HAYTON

THE Russian planet hurled Will be "O.H.M.S."  
In flight around the world —And further to remind  
We wager bears no clue Ill-bred antennæd kind  
In writing as to who "Mark 1, oblique stroke, A  
Propelled it through the skies Not to be towed away."  
In case there are strange eyes  
In outer space observing  
Its enigmatic swerving  
—Since Ivan with his bleeps  
The closest counsel keeps.  
If ever from the sockets  
Of British ranges, rockets  
Perform this wonder feat  
The message that will greet  
Such watchers—at a guess  
The Yankee one, no doubt  
Its origin will shout  
In brilliant stars and stripes  
To other-worldly types  
And neon lights will wink  
"Hanks Corporation Inc.  
Can merchandise you guys  
With Space Sick pill supplies  
The best two dollars worth  
Encompassing the earth!"



## PHARMACEUTICAL SOCIETY OF GREAT BRITAIN FREQUENCY OF NEW PRODUCTS

### A "serious and complicated" problem

THE frequent introduction of new pharmaceutical products constituted a serious and complicated problem, it was stated at a meeting of the Council of the Pharmaceutical Society on November 5 and 6. Giving further consideration to a Branch Representatives' resolution on the subject (see *C. & D.*, May 25, p. 564) the Council agreed that legislation would be required to affect control. The Council agreed to appoint at its next meeting an *ad hoc* committee to examine and report on the matter. The Branch Representatives' resolution read:

"Too many new products are being introduced to the medical world at the present time, and under too many different names. Control is suggested along the following lines:—

- (a) New products, from whatever source, should be approved before general release. Approval would be given, only after at least a year of clinical trial in hospital and in a test area in general practice, in this country.
- (b) Approval would be given to a product under one name only. Brands would be indicated by maker's name or trade mark only.
- (c) Manufacturers who introduce or develop a new product should be allowed a period of three years of sole rights during which time they would have the opportunity of recouping the cost of research and development."

### The Society's Examinations

When intimation was made of the appointment of Professor A. Wilson (professor of pharmacology, University of Liverpool) as Privy Council visitor to the Society's examinations, Mr. C. W. Maplethorpe (chairman, Education Committee) said that he thought they all felt pleased that, for the first time, a pharmacist had been appointed to that office. In anticipation of a new edition of the British Pharmacopoeia the Council adopted a recommendation of the Education Committee that the boards of examiners for England and Wales and for Scotland should be asked so to frame their questions up to and including the summer of 1960 so that the replacement of the 1953 Pharmacopoeia and supplements by a new edition would have no bearing upon the candidates' answers.

### Appointment of Invigilators

The following were appointed invigilators at the centres named for the Society's 1958 examinations: Aberdeen, W. Abernethy, W. A. Park; Birmingham, C. McArdle, P. Crees; Brighton, E. R. Parken; Bristol, R. E. Griffin; Cardiff, J. T. Day, Mrs. C. Lloyd; Dundee, R. G. MacKenzie, R. S. Duncan; Edinburgh, Miss O. W. Scarlett, R. B. Graham; Glasgow, D. G. Reid, P. C. Spence; Leeds, L. W. Rycroft, Mrs. K. B. Buckley; Liverpool, A. J. Jones, C. W. Robinson; London, E. Titterton, B. J. Thomas, Miss J. L. Boyce; Manchester, H. B. Woodhead, A. Tallentire; Nottingham, F. W. S. MacGregor, G. F. O. Haslam; Plymouth, A. G. M. Madge; Portsmouth, N. E. Neville; Sunderland, G. F. Dale, W. S. Watson.

### Alteration of By-laws

Since it had been decided that persons registered as "student" on and after March 1, 1958, would not take the Intermediate examination, the Council agreed to the recommendation by the Education Committee to alter the Society's by-laws accordingly. At the same time amendments were agreed for the division of the Qualifying examination into three parts for those registered as "student" on and after March 1, 1958.

### Examination Results

In the Intermediate examination in England and Wales in October there were fifteen first entries, of whom two passed, one was referred, and twelve failed. Of forty

entries six passed, eight were referred, twenty failed and six were absent. Eighty-five candidates entered for a referred subject and forty-one passed, thirty-six being again referred and eight being absent. In Scotland there were five first entries, and one passed, two failed and two were absent. Of forty-seven re-entries sixteen passed, six were referred, twenty-one failed, and four were absent. Forty-two candidates entered for a referred subject, and twenty-six passed, fourteen being again referred and two being absent.

### The Registers

It was reported that in October 190 persons had been registered as "student," making a total of 746 in the current year, against 697 in the corresponding period of 1956. Twelve former members had their names restored to the Register and the Council approved a recommendation for the restoration of two names that were removed from the Register more than ten years ago. Two addresses were similarly restored to the Register of premises. Recommendations were approved for the registration under reciprocity of seven persons under Section XIX (14) and Section XIX (16) of the Society's by-laws.

### Benevolent Fund and War Aid Committee

The Benevolent Fund and War Aid Committee's report showed that grants had been made to fifteen widows, two members, and one dependant of a member. They amounted to £721. Recommendations for grants, amounting to £1,549, to eight other widows and three members and one dependant of a member were approved by the Council. Four applications for assistance were deferred. The Committee approved the payment of £13 from the Benevolent Fund to beneficiaries whose grants expired during October. A grant of £256 was made from the War Aid Fund. The Council agreed that at the December meeting four beneficiaries, whose names were given, should be elected annuitants from January 1, 1958. Recommendations were accepted for a Christmas gift of £5 to each of fifty-one annuitants from the Benevolent Fund and of £2 2s. to each of five orphans from the Orphan Fund. It was also agreed that a Christmas gift of £2 2s. should be given to each child under sixteen years of age whose parents had received grants from the Benevolent Fund during 1957.

### Birdsgrove House

A gift of £22, in memory of the late Miss E. E. Parry, was reported from the staff of the Bristol Royal Hospital for Sick Children. The Committee agreed that the money should be used to buy rose trees for the gardens at Birdsgrove House. A donation of £250 for the Birdsgrove House Fund was received from the Chemists Mutual Insurance Co., Ltd. The Warden of Birdsgrove House reported that in the month to October 16 forty-nine guests stayed at the convalescent home for an aggregate of sixty-six weeks, against forty-eight guests and seventy-four weeks in the same period of 1956. Eleven contributions, amounting to £62, were received from guests to supplement weekly payments. One gift in kind was also reported.

### Ghana Society's Pharmaceutical Conference

The Council accepted an invitation from the Pharmaceutical Society of Ghana for the Society to be represented at the first Ghana pharmaceutical conference to be arranged by that Society since Ghana gained its independence. At the Conference which is being held in Accra, December 10-15, the Society is being represented by the president (Mr. D. W. Hudson) who will read a paper. The general president of the National Council of the Pharmaceutical Society of Ghana said that his Society had always depended on the



Pharmaceutical Society of Great Britain for guidance, assistance and inspiration. He hoped that that co-operation would remain as a permanent feature in the relationship of the two Societies.

In reply to an invitation to the opening of the Nigerian College of Arts, Science and Technology, the Council agreed that a message of greeting and good wishes should be sent, with an expression of regret that it was not possible for a member of the Council to be present.

### *Council Prize Competitions*

In reply to questions, MR. C. W. MAPLETHORPE (chairman, Education Committee) stated that the educational policy subcommittee had been charged with the duty of looking at the Society's scholarships and various awards, including the Pereira medal and the Harrison Memorial medal. It seemed that under the present regulations they could not attract entries for various awards, and the committee would have to tackle that problem.

### *Tolerances for Pharmaceutical Weights*

The Board of Trade invited the Council's views on the proposed alteration in the tolerances permitted on the verification and inspection of weights. The Council noted that a plus or minus tolerance was proposed and that for most weights over 6 gr. and 500 mgm. the proposed alterations offered narrower tolerances in excess both when stamped and on inspection. It was felt that those changes would have no significant effect on the accuracy of dispensing. An assurance was sought from the Board, however, that the proposed tolerances would not greatly increase the rate of rejection of weights in use in pharmacies when those were inspected. It was agreed to ask the Board to reconsider the proposed increased tolerances in excess for weights of 5 gr. and less and of 200 mgm. and less. The increased tolerances, it was stated, might significantly affect the accuracy of dispensing small quantities of potent drugs.

### *Educational Policy*

A resolution from the Executive of the National Pharmaceutical Union, asking the Council to delay action on the proposed three-year course for the Pharmaceutical Chemist diploma until the membership had had adequate opportunity to consider the proposals and express views, was discussed in the light of an exchange of views which had taken place between representatives of the Council and of the N.P.U. Executive. A similar request signed by thirty-three members who asked that a Branch Representatives' meeting should be called before March 1958 and followed by a special meeting of the Society was reported. As it was not clear whether, apart from supporting the representations of the Executive of the National Pharmaceutical Union, the members were under the impression that they were acting in accordance with the by-law to require the Council "to convene a special general meeting for the purpose specified in the requisition," it was decided to communicate with each signatory explaining the by-law.

### *Disciplinary Proceedings*

The Public Services Committee considered Whitley Council Circular HM(56)98, which dealt with "disciplinary proceedings in cases involving the professional behaviour of medical and dental staff." It was recommended, and the Council approved, that a letter should be sent to the Ministry of Health asking that similar arrangements should be made for pharmacists employed in hospitals.

### *Award for Medical Photographers*

The Council have offered an eighteenth century brass Dutch pestle and mortar from the Society's collection, suitably mounted and inscribed, for award at the annual exhibition of the medical group of the Royal Photographic Society, for the best print or prints submitted by a medical photographer of not more than two years' appointment.

### *Personal Retention Fees*

The personal retention fees for 1958 and thereafter as a result of an amendment of section II, clause 2, of the Society's by-laws are as follows: Members residing in Great Britain, whether practising pharmacy or not, £3 13s. 6d.; members not residing in Great Britain (overseas members), £2 2s.; members who have attained the age of seventy, whether practising pharmacy or not, £2 2s.

The Law Committee considered the question of increasing the amount payable in respect of penalty fees on restoration to the Registers. On the Committee's recommendation, the Council agreed to an amendment to the by-laws providing for an increase from 10s. 6d. to £2 2s. in the amount of the penalty fee for restoration to the Register of Pharmaceutical Chemists and to the Register of Premises.

### *Advertisements with Appeal to Fear*

On the recommendation of the Ethical Committee, the Council expressed its disapproval of advertisements relating to analgesics which appealed to fear.

### *Sale of Stilbæstrol*

Concern at the ease with which the general public can purchase stilbæstrol was expressed in a letter from the Women Public Health Officers' Association. On the recommendation of the Ethical Committee the Council agreed to publish a notice in the Society's journal urging pharmacists not to supply stilbæstrol unless they were satisfied that the drug was being used under medical supervision.

### *Use of Designation "Ph.C."*

The Council considered a letter in which complaint was made of the use of the designation "Ph.C." in advertisements. It was agreed that the use of those letters in advertisements in the Society's journal was undesirable. The description pharmaceutical chemist should not be abbreviated. Members wishing to use an abbreviation should use "M.P.S." or "F.P.S." The Council decided that the statement published in the Society's journal at the time of the Council's earlier decision on that matter should be repeated.

179 Branch Representatives from seventy-nine Branches attended the Bristol Conference at a cost to the Society of £2,851. The branch secretaries' meeting on October 2 was attended by fifty-seven branch secretaries or deputies.

The Society's House is closing for Christmas from mid-day on Tuesday, December 24, to 9 a.m. on Monday, December 30.

It was reported that the Ministry of Health had agreed to the request for a meeting to discuss the establishment, terms of reference and working of Regional Pharmaceutical Advisory Committees. The Council agreed that the president, chairman of the Public Services Committee and Mr. Fowler should be appointed the Society's representatives.

Approval for the purpose of practical training was granted to three manufacturing pharmaceutical laboratories, eight hospital pharmaceutical departments and 162 pharmacies.

THE PRESIDENT reported with regret the death of Mr. F. C. Hanbury (see *C. & D.*, October 26, p. 454) who, he said, was widely known and widely respected amongst pharmacists.

The president congratulated Sir Hugh Linstead (a secretary of the Society) on his promotion to officer of the Legion of Honour. He reported the receipt of a telegram from Mr. F. W. Adams (secretary and registrar) from Tasmania, "Greetings from Hobart. Very successful celebration at Melbourne."

In September the Society's inspectors and agents visited 1,178 authorised sellers, 65 listed sellers and 177 drug-store proprietors and similar traders. Fourteen cases of alleged infringements of the Pharmacy Acts were considered, and appropriate action was taken.



# Correspondence

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed.

## Higher Education

SIR,—In a letter to the *Sunday Times* recently a correspondent wrote: "Medical practitioners are like forwarding clerks" (and employed at doctors' salaries). He might have added that many pharmacists are almost fully employed writing labels, sticking them on to prepared proprietary products and passing them on to dissatisfied patients. Higher education seems to go with lower tasks.

TWO ELEVENS PLUS

## On the Telly

SIR,—In these days of specialisation "doctor" still conveys a man in a white coat with a stethoscope round his neck. In fact, such are the public relations of the medical profession that doctors get the credit for much they do not claim. The public relations of pharmacists are such that the public just connect us with pills, soap, babies' bottles and tooth-paste—superior salesmen of proprietary products. Maybe the N.P.U.'s television campaign will reveal the value of pharmacy in the nation's health services. Maybe.

SEPTIC

## By Any Other Name

SIR,—During fifty years in retail pharmacy I have—or thought I had—become used to puzzles in local names for drugs and chemicals: Chelsea pensioner; gasman's mixture; quiet moments; busy bees; ant's wine; all fours. This week I have been confronted with Egyptian syrup (it turned out to be Easton's) and Combe Martin beans (far from North Devon, and nothing whatever to do with it). It was demanded by a local tobacco curer and turned out to be coumarin (tonquin) beans. Do others of your readers get posers for which there are no answers in Rouse's (now the C. & D.) Book of Synonyms?

ALL SIXES AND SEVENS

## Locums and Locums

SIR,—From "Ex-Proprietor's" account of his experiences as a locum (C. & D., October 5, p. 383) it is obvious that there are two distinct types of locum pharmacists in practice in recent years:—A, the not very efficient, newly qualified, who seem to expect fantastic salaries for their "superiority"; and B, the older, ex-proprietors, who realise that salary depends on capability to earn one's salt. I agree with your contributor—the private pharmacists are usually far more considerate and much more grateful for conscientious service and are anxious to book one up for future engagements (they recommend you to their friends, too).

ANOTHER EX-PROPRIETOR

## Mental Exercises

SIR,—Xrayser's comment on my letter referring to a recent paragraph of his entitled "Metric Inquiry" has been most enlightening, and I admit that my conclusion from the sentence

referring to "the mental exercise of calculating a selling price in an entirely different system" was incorrect. Indeed, I had the impression that it was a "mental exercise" to calculate the selling price for, say, 100 gm. of a substance purchased at a certain price per kilo, which, of course, is very easy. Thus my apologies are due to Xrayser. As a pleasant consequence of this matter, however, the remarks on pp. 513-14, under the heading "Onward from Galen," refer to the positive views held by Britain's sales managers on the overall adoption of the metric system. Those remarks would probably not otherwise have come to my notice. It is, in my opinion, a good thing that the matter is receiving, from all branches of industry, the attention it requires. It is to be hoped, therefore, that official action will be taken before long.

B. J. HEGENBART

Hilversum, Holland

## Profit Margins

SIR,—Your correspondence on the subject of profit margins continues. The chemist is, and always was, profit-conscious, but today few have an exact knowledge of profit differentials. In the old days it was simple for him: If he bought a line at 4s. per doz. to sell at sixpence he knew without much calculation that he was getting 50 per cent. on cost, but these days, with the incidence of purchase tax, it is not so simple, especially in view of the multitudinous lines he has to carry. The tax has always to be deducted from the selling price before he can calculate the percentage of profit he gets on the price he has paid for the goods. It is usual for unadvertised goods to offer a wide profit margin to induce the chemist to stock and push, while the advertised varieties carry a much narrower margin. The theory is that a demand is created for the latter and that, though the chemist makes less profit per sale, the stockturn is so much greater that the goods are more profitable in the long run. Like all theories, however, it can be carried to extremes. No chemist expects as high a profit percentage on advertised products in good demand as on lines that depend for their much slower sale on his own efforts, but there is a limit below which the argument ceases to apply. No manufacturer of proprietaries, however great his advertising appropriation, can afford to do without the retailer's co-operation in the necessary link-up by means of point-of-sale display, and a point can be reached, and unfortunately is indeed sometimes reached, below which the product is unprofitable to the chemist however great the demand. The present tendency to whittle down profit margins is to be deplored, and is also a short-sighted policy. Those who practise it rely on the obscurity provided by the inclusion of purchase tax. The chemist has his remedy. His counter space is so limited that he cannot display everything, and his decision as

to the merchandise he exhibits should be guided by two factors: the profit margin shown and the quantity he has to buy to reach that margin. It is not good economy to give valuable counter space to any article that does not show a profit exceeding 50 per cent. on a moderate outlay. The manufacturer who provides that has a claim to a counter display because he is paying for it. It is necessary to spend a little time in profit-margin calculations to ascertain which products should be featured, but such time is indeed well spent. The chemist who is indiscriminate in his counter arrangements is the legitimate prey of those who seek to reduce his margin. Your correspondence column shows that many are aware of this.

EVAN WILLIAMS CO., LTD.,  
J. M. RYAN, Sales manager

Perivale

## Apothecaries' Hall Dispensers

SIR,—Over 100 girls have just registered as trainee dispensers under the 1956 Regulations of the Society of Apothecaries of London. All of them are presumably employed by, or as assistants to, pharmacists. The 1956 Assistants examination entry form of the Society suggests that trainees should (a) be of a good standard of general education; (b) have gained two years' practical experience in dispensing; and (c) be trained in materia medica, etc. The Society has rightly been vague about the training for those latter requirements because, for academic training, apparently only three centres are available—one each in Leeds and Cardiff, and my own College in London. For a busy pharmacist to undertake the theory teaching appears impracticable. In general he lacks both time and facilities. The only possibility so far open to students appears therefore, to be a full-time academic course at one of the three centres, following the termination of the apprenticeship. That would seriously reduce, just when they are becoming most useful, the number of trainees available. In an effort to ease that situation this school is prepared to take students from the Greater London area for a two-year course, one day a week, during the run of their apprenticeships. So far as possible the school will arrange for classes on the days most convenient to employers. By that method the girls will, within a short time of commencing, become of practical use. The academic training will aid understanding of their work. As the idea will enable many girls to earn a living while training, it should appeal to them. The course will cover general dispensing, sterile preparations, forensic pharmacy, materia medica. A museum of modern proprietary preparations is also available for study.

LESLIE G. LUKER, B.Sc., M.R.I.,  
Principal

London College of Pharmacy and  
Chemistry for Women  
London, W.2



# EFFECT OF RESTRICTIVE PRACTICES LAW

## P.A.T.A. secretary addresses United States retail druggists

MR. H. E. Chapman (secretary, Proprietary Articles Trade Association) addressed the annual convention of the [United States] National Association of Retail Druggists at Minneapolis on October 10. "The Impact of Restrictive Practices Law on Pharmacy and Drug Trade Organisations in Britain" was the title of his talk, an abbreviated version of which is given below.

Mr. Chapman began by broadly reviewing pharmaceutical and drug trade organisations in Great Britain. He then turned to a consideration of restrictive practices legislation.

### Restrictive Practices Legislation

He said that that legislation derived from a Government statement, made in 1944, that in due course appropriate action would be taken to check restrictive trade practices which, while advantageous to sectional interests, worked to the detriment of the country as a whole. The first move to implement that policy took the shape of the Monopolies and Restrictive Practices Act, 1948. Under that Act a Commission was set up to investigate and report on such arrangements in trade and industry as might be referred to it by the Board of Trade, and, thereafter, to report on whether the kind of practices defined in the Act prevailed in a particular trade or industry, and, if so, whether they operated or might be expected to operate against the public interest. One of the Commission's investigations was into the arrangements, individual and collective, of the four British manufacturers of insulin. Those arrangements were found to operate in the public interest. The Commission's other inquiries revealed that certain practices of discriminatory trading were common features in most of the industries investigated.

In 1953 the Commission was required to report on the general effect on the public interest of a list of "specified practices" of a collective discriminatory nature—exclusive dealing, aggregated rebates, collective enforcement of price-maintenance, etc. A majority of the Commission reported that all those collective discriminatory practices were against the public interest and recommended that they should be prohibited by law.

"Your secretary, Dr. Dargavel," continued Mr. Chapman, "was present in the House of Commons in July 1955 when the President of the Board of Trade outlined the Government's policy in connection with the Commission's report. The President said that the Government intended to take power by statute to require the registration of the practices dealt with in the report and others which might be specified, and then have them examined by a tribunal which would be appointed. In regard to the collective system of resale price maintenance, which the Commission had recommended should be banned, the Minister said that the sensible course was not to declare price

maintenance to be illegal nor to abolish it by the removal of all existing methods of enforcement; the right course was to examine urgently whether some other method could not be devised for maintaining prices individually fixed, taking price-cutters when necessary to the courts in the last resort. The 'other method' was devised, the procedure of 'taking price-cutters to the courts' was provided for, and method and procedure are embodied in Section 25 of the Restrictive Trade Practices Act, 1956."

Mr. Chapman drew attention to a clause in the American Sherman Anti-Trust Act, 1890, which prohibited "every contract, combination in the form of trust or otherwise, or conspiracy in restraint of trade or commerce among the several states, or with foreign nations," which, he said, was construed to prohibit enforcement of resale prices by combination, and that that clause and the Federal Trade Commission Act, 1914, were also construed as prohibiting price maintenance agreements between individual manufacturers and individual retailers. "However, by rulings of the Supreme Court and by amending legislation, such as the Miller-Tydings Act, your present system of fair trade, initiated in California in 1931 and later extended to most states, has been evolved and has been re-established on a sound basis by the McGuire Act of 1952."

### Based on Common Law

Before the passing by the British Parliament in August 1956 of the Restrictive Trade Practices Act, the system of price protection of branded goods operated by the P.A.T.A. was based on common law right to combine in defence of trade interest. In the P.A.T.A., the combination was between manufacturers of branded goods and their wholesale and retail distributors who joined in one association. The new Act made such concerted action illegal. It banned the methods of collective boycott of price-cutters and the use of the "stop list" of traders who broke the price conditions of one or more of the Association's manufacturer members. In that connection, there was no question that, over recent years, strong opposition on the part of Press and politicians to the collective boycott procedure—which had extended to many sections of trade and industry—had developed.

"Those of us who fought hard to retain the system made it quite clear that we did so because, under existing law, no alternative effective method of ensuring fair trading was available. Section 25 of the Act provides that alternative and it was provided, we believe, as a result of the persistent and energetic campaign on behalf of the principles of price maintenance which the P.A.T.A., jointly with other interested trade organisations, conducted." The substance of that important Section was that a supplier of goods, branded, trade marked or otherwise,

might attach price conditions to those goods and enforce them by legal proceedings against dealers who could be shown to have acquired the goods with notice of the price conditions.

"In that matter of price enforcement, under the new constitution and rules which it adopted in November 1956, the P.A.T.A. is enabled to assist its manufacturer members in applying the remedies which Section 25 of the Act makes available."

### Still Going Strong

To show that the P.A.T.A. was "still going strong," Mr. Chapman quoted the following "appreciation from the independent national drug trade journal, *THE CHEMIST AND DRUGGIST*" [see C. & D., November 17, 1956, p. 555]: "The energy, the will-to-live and the quick adaptability to changing circumstances of the Proprietary Articles Trade Association cannot but reassure and fortify all those in pharmacy and the drug trade who may have been in fear that the Restrictive Trade Practices Act might bring a return to the old 'jungle' conditions of price cutting in the proprietary medicine field. . . . By stabilising conditions in the trade the Association has maintained and nurtured the 'small' private pharmacist with a single shop, or the 'small' private company with but a few branches. Under the conditions that once existed many of them would have succumbed to the competition of the 'larger fry' possessing the resources to conduct a prolonged price war. . . . Manufacturer members of the P.A.T.A. . . . have warmly welcomed the new constitution and rules, and may be relied upon to show the loyalty to the Association and the trade that they have shown in the past."

### Restrictive Practices Court

The Act dealt also with registration and subsequent investigation by a new judicial body—the Restrictive Practices Court—of an extensive range of restrictive trading agreements applying to goods only. Section 6 of the Act required registration of agreements under which two or more parties agreed as to prices to be charged for goods, or as to terms and conditions other than prices, on which goods were to be supplied or acquired. "Agreement" might cover the rules of, or recommendations made by, a trade association, and where the rules provided benefits or privileges only to persons who comply with conditions as to prices, etc., then the rules had to be registered. (The new rules of the P.A.T.A. were so drawn by the Association's legal advisers that they did not require to be registered.) A Registrar had been appointed to register the agreements and to take proceedings before the Restrictive Practices Court. About 1,100 restrictive agreements had been registered, and among the first of the agreements to be the subject of proceedings in the Court would be those operated by the Chemists Federation.



### The Court—"an Innovation"

Mr. Chapman said that the Restrictive Practices Court was something of an innovation in the British judicial system. It consisted of five High Court judges and ten lay members and might sit in five divisions. It was a Court of Record and of equal status with the High Court. The judges and the lay members of the new Court had been appointed. The Act provided that those lay members must have knowledge of, or experience in, industry, commerce or public affairs to give them the necessary background to reach an informed judgment upon restrictive agreements. For the hearing of proceedings, the Court would consist of a presiding judge and at least two other members. Upon questions of law the opinion of the judge would prevail. Otherwise, the decision of the Court was by majority vote. On questions of fact the Court's decision on proceedings before

it, was final, but on questions of law, appeal lay to the Court of Appeal. If the Court found that any restrictions in an agreement referred to it were contrary to the public interest it might make an order restraining the parties from giving effect to or enforcing the restrictions. The responsibility of satisfying the Court that any particular restriction was in the public interest rested with those who practised it. To satisfy the Court on the "public interest" point, the parties concerned had to prove that the restrictive trade practice which they were operating was necessary to protect the public against injury in connection with the use, or consumption, of the goods to which it applied, or that removal of the restriction would deny to the public specific and substantial benefits or advantages.

Of the pharmaceutical and drug trade organisations that he had mentioned earlier in his remarks, the

speaker said, only the P.A.T.A. and the Chemists Federation were materially affected by the restrictive legislation he had described. The former organisation had adapted itself—successfully, in his view—to the new conditions. The Chemists Federation's policy had to await the verdict of the new Court, whose proceedings, when they began, would be watched with close interest. The Association of British Pharmaceutical Industry had registered an agreement relating to recommended wholesale prices for drugs, and would endeavour to justify it before the Court. Similarly, an arrangement of the Photographic Dealers' Association had been registered. The Pharmaceutical Society, the Proprietary Association of Great Britain and the National Pharmaceutical Union did not come into the picture, and could, therefore, continue their respective activities unchallenged.

## PILLS, POTS AND POTIONS

### A pharmacist collector addresses South-eastern pharmacists

WITH the independence of character appropriate to the organisation that pioneered the federation of branches of the Pharmaceutical Society (though without many imitators) the Federation of South-eastern Pharmacists avoided formality of dress or speech at its seventh annual dinner held at Eastbourne on October 30. MR. P. G. HOWES, this year's chairman, proposed the loyal toast, but there were no others. The menu was enlivened with a quotation from Bullein's comments (1562) on "The Apothecary," in the following terms:—

"But this Question (if a man be so bold) I would fain ask, how many good Apothecaries be there in England? . . . Many there be that disdain that the Physitians should bee present at the making of their Medicines, and who, more than the ignorant, covetous and contentious sort of Apothecaries? The ignorant thinks (following that barbarous Nicolaus) that their knowledge which is meer ignorance far excelleth and surmounteth the knowledge of all Physitians. The covetous are afraid, lest if the Physitians should be present that they should find a great deal of their stuffe to be sophisticate, corrupt and naught. There be also another sort of Apothecaries, which be so arrogant and scornfull (by reason that they be grown very rich, God knows how) that they disdain the Physitian, and have him in no estimation, whereas in the ancient time, the Apothecaries (as Galen and other witness) were but as servants and ministers unto the Physitian."

#### Show Pieces

After a break, MR. L. J. CHAMBERLAIN, Portsmouth, gave a talk entitled "Pills, Pots and Potions" and not only enlivened it with characteristic touches of humour, but brought the second item, at least, very much to the notice of his hearers by showing handsome examples of drug jars from many countries, lids of bear's grease pots, containers of ancient patent medicines and the like. He also went back to Bullein, Henry VIII's apothecary, for an apt

quotation, choosing one that included words proving himself a "good apothecary":—

He must have his mortars, stills, pots, filters, glasses, boxes clean and sweet." though not, perhaps, too slavishly influenced in his premises by the injunction:—

"He must have two places in his shop, one most clean for physic, and the base place for chirurgic stuff."

Mr. Chamberlain explained, by reference to dates, the changing relationships between physicians, apothecaries, chemists and druggists, showing how, by 1800, the two latter classes had absorbed most of the sale of drugs and chemicals, and were ready, in 1841, to coalesce into the chemists and druggists who established and gained a Royal Charter for the Pharmaceutical Society. They were not, therefore, successors to the apothecaries, who had in 1617 been given the sole right to "make, mix, compound, give, apply or administer" medicines. The apothecaries had, in 1620, been granted a coat of arms, which in 1650 were first incorporated into drug jars at Lambeth, and the speaker was able to display a colour sketch by his wife of his most recently acquired jar: a handsome piece bearing those arms. Mr. Chamberlain had instructive comments to make on the jars he had brought with him. The meaning of one inscription was "deobstruant ammoniacum pills"—"pills fitted to open obstructions of the liver and to cure a jaundice." Another had held aromatic pills with aloes. Containing aloes, guaiacum, ginger, cardamoms, pepper, balsam of Peru, and syrup of orange peel, they were said, doubtless with truth, to "warm the stomach." Perpetual pills, the subject of another comment by the speaker, contained antimony and tin; they passed through the body unchanged, and were kept as a family remedy, and taken over and over again throughout the year. Passing to some old proprietary remedies, Mr. Chamberlain mentioned the queer circumstance that at one time Morison's pills

were labelled "no chemist and druggist is authorised to sell this medicine." For 1s. 1½d. per box Cheddons famed herbal tonic pills were held out to cure:—

Scrofula, scurvy, scorbutic applications, eruptions and pimples on the face and other parts of the body, swellings or ulcerations of the neck, and all disorders attended with painful swellings, or with morbid and irritating eruptions of the skin: enlargement of the joints or glands, open wounds and sores, contraction of the limbs, lameness, morbid secretions, general debility, nervous affections, melancholy, lumbago, loss of appetite and indigestion.

#### A Veteran

An outline was given of the long record of Singleton's eye ointment, and the remarkable survival through many generations (until most modern times) of a form of shallow saucer as container. The no less remarkable survival of Sir Walter Raleigh's confection or cordial (its original version was adopted into the London Pharmacopoeia of 1721; its modern simplified form is pulv. cretae aromat.) was touched on, as were some of the less wholesome and appetising medicaments of the past. By some strange alchemy they were robbed of their horrors, retaining in Mr. Chamberlain's references only properties of humour, glamour and romance. The vote of thanks proposed to him by MR. A. C. HARMER, was well earned and fully deserved.

## N.H.S. ESTIMATES

### Estimates, 1958-59

ABERDEENSHIRE AND KINCARDINESHIRE. — Pharmaceutical services, £161,180.

DONCASTER.—£368,826; pharmaceutical services, £130,609.

LANCASHIRE.—£6,897,170; pharmaceutical services, £2,556,600.

WILTSHIRE.—£1,296,349; pharmaceutical services, £365,500.

YORK.—£449,420; pharmaceutical services, £146,630.



# Inability to take aspirin . . .

IT WAS RECENTLY reported (*Brit. Med. J.*, 1: 444, 1957) that of 178 rheumatic patients, 25% could not take plain aspirin in adequate dosage.

Of this 25%, however, the great majority tolerated a modified aspirin such as Paynocil.

Not only are Paynocil tablets usually well tolerated by the stomach (even on the heavy dosage needed for rheumatoid arthritis), but they are extremely palatable, disintegrate instantly on the tongue without water, and cause no discomfort or unpleasant after-sensation.

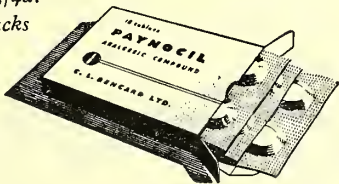
. . . indicates



**non-irritant, palatable,  
quick-dispersing aspirin**

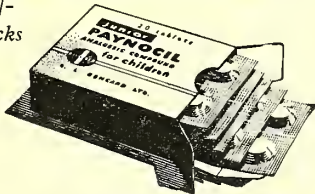
FOR ADULTS  
**PAYNOCIL**

EACH TABLET CONTAINS  
Acetylsalicylic acid . . . . . 10 grains  
Aminoacetic acid . . . . . 5 grains  
PACKAGES in sealed foil strips: Cartons of 18:  
Retail Price 3/4d.  
Dispensing packs  
of 240:  
Trade Price  
(tax free)  
21/8d.



FOR CHILDREN  
**Junior PAYNOCIL**

EACH TABLET CONTAINS  
Acetylsalicylic acid . . . . . 2½ grains  
Aminoacetic acid . . . . . 1¼ grains  
PACKAGES in sealed foil strips: Cartons of 20:  
Retail Price 2/-  
Dispensing packs  
of 240:  
Trade Price  
(tax free)  
12/-



Detailed recommendations for dosage in rheumatoid arthritis  
will be gladly supplied on request

603 Ph./65(68)/1

C. L. BENCARD LTD. PARK ROYAL, LONDON, N.W.10



**WE  
OFFER  
YOU  
AN EXTRA**

**16.66666<sup>+</sup>%**

**DISCOUNT ON EVERY DOZEN TYZANOL**

Pfizer greet the opening of the 'coughs-and-colds' season with a special bonus offer to all pharmacists. Tyzanol is a uniquely effective nasal decongestant. It affords relief quickly, its effect is unusually prolonged, and its use is not marked by stinging, discomfort, or the unpleasant phenomenon of 'rebound congestion'. And now Tyzanol—for the period of this offer—carries an additional discount of 2d. in every shilling. In other words, an extra 16.66666 . . . and so on.

**THIS IS THE BONUS OFFER**

Twelve will be charged as ten. The offer runs from October 7th to December 28th. During that time every complete dozen of Tyzanol you order from us will be charged as *ten only*. This offer applies both to the Plastic Spray Bottles and to the ordinary packs, provided they are each ordered in *complete dozens*.

**THIS IS HOW TO ACCEPT IT**

Order from us—but please name your wholesaler. Send your orders direct to our Sales Department at Folkestone, giving quantities and packs required and mentioning the name of your usual wholesaler. The Sales Department will arrange for the immediate despatch of your order and you will be invoiced *through your wholesaler*.

**This offer runs for a limited period only—please order early**

***Tyzanol***\*

tetrazolizone hydrochloride

**the uniquely effective nasal decongestant**

**PFIZER PHARMACEUTICALS**

*Manufactured at Sandwich and Processed at Folkestone, Kent*

**Pfizer**

\* Registered Trade Mark





## TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are in many instances augmented before wholesale dealers receive the goods into stock. Crude drugs and essential oils vary greatly in quality and higher prices are charged for selected qualities.

LONDON, NOVEMBER 13: Business in CRUDE DRUGS during the week failed to pick up from the fall sustained in the previous week. Many items continued in short supply on the spot, one example being BUCHU, for which a premium of threepence per lb. over the recent value was asked.

All grades of IPECACUANHA were unobtainable, both on the spot and for near shipment; distant shipment offers related to Matto Grosso and Costa Rican only. Spot supplies of HYDRASTIS were also unobtainable, while c.i.f. offers were at 35s. per lb., against 27s. a year ago. SPICES were generally weak on scarcity of orders; GINGER lost from 5s. to 10s. per cwt. according to source, and CHILLIES were also marked down. GUM ACACIA was slightly dearer in all positions. Shipments of Tinnevely SENNA from the port of Tuticorin during October are given below.

	U.K.	U.S.	CONTINENT
SENNA	Tons	Tons	Tons
LEAVES	17.	36	71
PODS	3	—	45

Brazilian MENTHOL was lower by one shilling per lb., both spot and forward, but spot holders maintained their price for Chinese material despite a resumption of shipment offers.

There were no price adjustments in PHARMACEUTICAL CHEMICALS. Demand for ASPIRIN has eased with the decline of influenza in some parts of the country. Call for VITAMINS was considered satisfactory.

The ESSENTIAL OIL market registered a substantial fall in the forward price of Formosan CITRONELLA. Among other oils quoted lower on the spot were: Madagascar CLOVE LEAF (down by three-halfpence per lb.); PALMAROSA (by 1s. 6d.); Brazilian PEPPERMINT (one shilling); Mysore and East Indian SANDALWOOD (3s. 6d.); CARAWAY (2s.); CORIANDER (2s. 6d.); and LEMONGRASS (threepence). On the other side there were signs of a little hardening in the best grades of LEMON, whilst LIME remained firm at its advanced level.

### Pharmaceutical Chemicals

ALCOHOL. — Spot offers (14-lb. lots) are 28s. 9d. per lb.

CITRATES. — Rates (per lb.) for 1-cwt. and 5-cwt. lots are as follows:—

	1 cwt.	5 cwt.
	s. d.	s. d.
SODIUM†	2 11	2 10
POTASSIUM†	3 5	3 4
IRON AND AMMONIUM*	3 11	3 10

†Powder 2d. per lb. more.

\*Scales 9d. per lb. more.

CITRIC ACID. — Quotations (per cwt.) for domestic material are 215s. for 1-4-cwt. lots and 210s. for 5-cwt. lots.

CREOSOTE. — B.P. quality, ex beechwood, is from 6s. 9d. to 7s. 6d. per lb.

DEXTROSE. — Rates are as follows:— MONOHYDRATE, B.P., 1-lb., 1s. 11½d.; 7-lb. 11s. 10d.; 28-lb., 43s.; free packages, less 12½ per cent. to wholesalers. In bulk, 1-ton lots, £90 ex works. ANHYDROUS, B.P., 7-lb., 14s.; 14-lb., 26s. 3d.; 28-lb., 49s. (terms as for monohydrate). 1-ton lots, £107 10s. ex warehouse.

EPHEDRINE. — ALKALOID is nominally 6s. 6d. per oz.; SULPHATE, 4s. and HYDROCHLORIDE, 3s. 3d. per oz.

ERGOMETRINE. — For 20-gm. lots the price of the MALEATE, B.P. is £17 10s. per gm. and the TARTRATE, £16 5s. per gm.

ERGOTOXINE ETHANESULPHONATE. — Price per gm. for B.P.C. (1949) is: 1 gm., 168s. 9d.; 10 gm., 155s. 3d.

FORMALDEHYDE. — B.P. solution in 1-4-drum lots is £39 15s. per ton; 5-drum lots are £38 15s. per ton.

GUAIACOLS. — LIQUID B.P. is 16s. 3d. per lb. for 28-lb. lots; CRYSTALS, 16s. 9d.; CARBONATE, 18s. 3d.

HEXAMINE. — B.P. is 1s. 11½d. per lb. for 1-ton lots, delivered in 1-cwt. kegs (1s. 11d. in paper bags). Technical is threepence per lb. under those rates.

HYPOPHOSPHITES. — Prices per lb. are as follows:—

	7 lb.	28 lb.	1 cwt.
	s. d.	s. d.	s. d.
CALCIUM, B.P.C.	6 9	6 4	5 11
IRON, B.P.C.	13 9	13 3	12 9
MAGNESIUM	11 6	11 1	10 8
MANGANESE, B.P.C.	13 11	13 5	12 11
POTASSIUM, B.P.C.	9 3	8 10	8 5
SODIUM, B.P.C.	7 7	7 2	6 9

KAOLIN. — In 1-cwt. bags LIGHT is quoted at 60s. per cwt. and 1-ton lots at 57s.

LACTATES. — CALCIUM, B.P., is 2s. 10d. per lb. in 5-cwt. lots and 2s. 11d. in 1-cwt. lots; CALCIUM SODIUM for similar quantities is 4s. 9d. and 4s. 10d. per lb.

LACTIC ACID. — B.P. is 4s. 5d. per lb. for 12-winchester lots and 4s. 4d. for 5-cwt. lots.

MAGNESIUM TRISILICATE. — In 28-lb. packages the prices (per lb.) are now as follows:—28-lb., 4s. 9½d.; 1-cwt., 3s. 10d.; 5-cwt., 3s. 7d.; 1-ton, 3s. 1d.

MANDELIC ACID. — In 1-cwt. lots the price is 12s. 6d. per lb. with the CALCIUM SALT also 12s. 6d. SODIUM MANDEATE is 13s. and AMMONIUM MANDEATE 50 per cent. solution, 7s. 6d.

METHYL SALICYLATE. — Five-ton lots are 3s. per lb.; 1-ton, 3s. 0½d.; 10-cwt., 3s. 1d.; 5-cwt., 3s. 2d.; 1-cwt., 3s. 3d.

METOL. — In 1-cwt. lots the price is 24s. 6d. per lb.

OLEIC ACID. — Price of pale distilled is £176 per ton in 3½-cwt. original loaned drums, and B.P., £185s. 10s.

OXALIC ACID. — Manufacturers' rates for 1-ton lots are from £128 10s. per ton, delivered in free kegs.

PARALDEHYDE. — B.P. in 12-winchester lots is 2s. 7d. per lb.; 10-gall. carboy, 2s. 2d., and 5 carboys, 2s. Stabilised in 40-gall. drum lots, 166s. per cwt.; technical, 149s. per cwt.

PHOSPHORIC ACIDS. — B.P. (s.g. 1.750) is quoted at 1s. 4d. per lb. in 10-carboy lots. 1-2 carboys, 1s. 8d. per lb. B.P. 1914 is quoted from 1s. 2d. to 1s. 6d. per lb. HYPOPHOSPHOROUS, B.P.C., in winchesters is from 7s. 5d. to 8s. 6d. per lb., as to quantity.

PILOCARPINE. — In 2-kilo lots prices are: HYDROCHLORIDE, 1,013s. per kilo; NITRATE, 925s.

PIPERAZINE. — ADIPATE is from 33s. 6d. to 36s. 6d. per kilo; CITRATE from 32s. 6d. to 36s. 6d. and TARTRATE, 38s. 6d.

POTASH SULPHURATED. — Lump, B.P.C., is 2s. 4d. per lb. in 1-cwt. lots.

POTASSIUM ACETATE. — B.P. is 3s. 3d. per lb. in 1-cwt. lots.

POTASSIUM BICARBONATE. — B.P. powder

is 110s. per cwt. for 1-4-cwt. lots and 105s. per cwt. for 5-cwt. and over.

POTASSIUM BROMATE. — In 5-cwt. lots the price is 5s. 3d. per lb.

POTASSIUM CHLORIDE. — In 1-cwt. lots B.P., is 1s. 6d. per lb.

POTASSIUM HYDROXIDE. — B.P. sticks are from 6s. 8d. per lb. and pellets, 5s. 1d.; technical, flake, 1s. 4d.

POTASSIUM 8-HYDROXYQUINOLINE SULPHATE. — 1 kilo is 47s. 1d. and 50 kilos, 44s. per kilo.

POTASSIUM NITRATE. — Pharmacopoeial quality is 100s. per cwt. (crystal or powder) in 1-cwt. lots.

POTASSIUM PERMANGANATE. — Current rate for B.P. material for 1-cwt. lots is 1s. 11½d. per lb. Technical is 204s. 6d. per cwt. and £193 10s. per ton.

PROCAINE HYDROCHLORIDE. — 100-kilo lots are about 45s. per kilo.

RESORCINOL. — 1-cwt. lots are now quoted at 13s. per lb. by manufacturer.

SALICYLIC ACID. — Prices are now: 5-cwt. lots in bulk, 3s. 0½d. per lb.; 1-cwt., 3s. 2½d.

SILVER SALTS. — PROTEIN, 36s. 3d. to 42s. 9d. per lb.; VITELLIN from 68s. 6d. to 76s. 6d. per lb. as to quantity.

SODIUM ACETATE. — B.P.C. in 28-lb. lots is 2s. 4d. per lb.; 1-cwt. 2s., and 5-cwt., 1s. 11d.

SODIUM CARBONATE. — B.P.C. exsiccated is 70s. per cwt.

SODIUM CHLORIDE. — Re-crystallised is 25s. per cwt. and B.P., 42s.

SODIUM METABISULPHITE. — Granular in 1-ton lots is from £48 12s. 6d. to £53 17s. 6d. per ton according to packing.

SODIUM PERBORATE. — Prices (per cwt.) are 145s. 9d. in 1-cwt. kegs; 138s. 3d. in 1-cwt. bags for B.P.C. (minimum 10 per cent. available oxygen). Other strengths *pro rata*. The PERBORATE MONOHYDRATE testing 15 per cent. available oxygen is 309s. 9d. per cwt.

SODIUM PERCARBONATE. — Price (per cwt.) is 170s. 9d. (bags, 7s. 6d. lower) for minimum 12½ per cent. available oxygen.

SODIUM SALICYLATE. — Rates are now:— 1-ton lots in bulk, 3s. 7d. per lb.; 5-cwt., 3s. 8d.; 1-cwt., 3s. 10d.

SODIUM THIOSULPHATE. — Makers' price for 1-ton lots of photographic grade in paper-lined bags is £38 per ton.

SULPHUR. — B.P. PRECIPITATE in 1-ton lots is £112 10s. per ton, delivered U.K.

TERPENE OILS. — Prices of B.P. grade are from 3s. to 3s. 6d. per lb. as to quantity.

TERPIN HYDRATE. — Prices are from 6s. per lb., upwards as to quantity.

### Crude Drugs

ACONITE. — Spot supplies of Spanish *napellus* are 3s. per lb., duty paid.

AGAR. — *Kobé* is 12s. 3d. per lb., duty paid. New-crop for January-February 1958 shipment, 10s. 2d., c.i.f.

ANISE (STAR). — Chinese is 130s. per cwt. c.i.f., and 140s., spot.

ANTIMONY. — English 99.6 per cent. is £197 10s.; 99 per cent., £190 per ton.

BALSAMS. — Quotations (per lb.) are:— CANADA: Spot is 26s. and shipment, 25s., c.i.f. COPAIBA, Para is from 7s. 9d. to 11s. duty paid. PERU, 11s., duty paid (no c.i.f. offers). TOLU (genuine as imported), 26s. 6d.; B.P., 17s. 6d., spot.

BELLADONNA. — Herb is 2s. 6d. per lb. on the spot (1s. 6d., c.i.f.). Root, 1s. 10d. spot; shipment, 1s. 3d., c.i.f.



**BENZON.**—Sumatra No. 1 block on the spot is £26 to £27 (£23 5s., c.i.f.), and No. 2, £20. Almonds (Sumatra), best grades are difficult to obtain at origin; spot, 18s. 6d. per lb.

**CAMPHOR.**—B.P. POWDER is from 5s. 3d. per lb., duty paid. TABLETS,  $\frac{1}{4}$ -oz. are 5s. 9d., c.i.f., and 6s. in bond.

**CAPRICUMS.**—East African are from 120s. to 200s. per cwt. on the spot.

**CARDAMOMS.**—Aleppy greens are 16s. 6d. per lb. on the spot; shipment, 14s. 6d., c.i.f. No. 1 seed 24s. 6d.; spot; shipment, 21s. 6d., c.i.f.; split seed, 17s.

**CHILLIES.**—Mombasa on the spot are 210s. per cwt.; shipment, 160s., c.i.f.

**CINCHONA.**—Parcels of druggists' bark *Succirubra* hybrid are from 1s. to 1s. 6d. per lb. on the spot, according to test.

**CINNAMON.**—Ceylon for shipment (c.i.f.) per lb., OOOO, 7s. 11½d.; OOO, 7s. 7d.; OO, 7s. 5d.; seconds, 6s. 7½d.; featherings, 2s. 4d.; quillings, 5s.; chips, 11d.

**CLOVES.**—Zanzibar on the spot are quoted at 3s. 4½d. per lb. Shipment, 3s. 2d., c.i.f.

**COCHINEAL.**—Silver - grey Peruvian 9s. 6d. per lb. Canary Isles black-brilliant, 29s. 3d.

**COLOCYNTH PULP.**—Spot, 4s. per lb., duty paid.

**DIGITALIS LEAF.**—Purpurea (1956 crop), is offered at 1s. 2½d. per lb., c.i.f.

**GINGER.**—African, 115s. per cwt. on the spot. Jamaican No. 3 on the spot is 550s. per cwt. and No. 2, 610s. Cochin spot, 110s.; new-crop, December-January shipment, 110s., c.i.f.

**GUM ACACIA.**—Kordofan cleaned sorts are 140s. per cwt. on the spot; afloat 132s. 6d., c.i.f.

**HYDRASTIS.**—Spot cleared; forward is 35s. per lb., c.i.f.

**IPECACUANHA.**—Spot cleared. Nothing offering for early shipment. Costa Rican, January-February, 70s. per lb., c.i.f.; Matto Grosso, January-March, seller's option, 57s., c.i.f.

**MACE.**—Whole on the spot is from 23s. 6d. per lb.

**MENTHOL.**—Short. Chinese is 55s. per lb., duty paid; afloat, 49s., c.i.f. December-January shipment, 48s., c.i.f. Brazilian, spot, 41s., duty paid, shipment, 38s., c.i.f. Formosan, 46s., c.i.f., nominal, Japanese, 46s. 6d., c.i.f., December-January.

**MERCURY.**—Price per flask (76-lb.) is £72 10s. on the spot.

**NUTMEGS.**—East Indian 80's 12s. 6d. per lb., c.i.f.

**ORANGE PEEL.**—West Indian bitter quarters are 1s. per lb.; Spanish, 1s. 3d.; thin-cut Tripoli, 2s. 4d.

**PEPPER.**—White Sarawak is easier with sellers at 2s. 2d. per lb. on the spot and November shipment offering at 2s. 2d., c.i.f. Black Sarawak, 1s. 6d. on spot and November shipment at 1s. 5d., c.i.f. Black Malabar on spot is 200s. per cwt. and 190s., c.i.f., November-December shipment.

**PIMENTO.**—Spot is 510s. per cwt.; shipment, 540s., f.o.b.

**PODOPHYLLUM.**—*Emodi* is 135s. per cwt., c.i.f. and 145s., spot. *Peltatum*, 3s. 10½d. per lb., spot, and 400s. per cwt., c.i.f., for shipment.

**PYRETHRUM.**—Extract, minimum 25 per cent. w/w pyrethrins, is 72s. per lb.

**QUASSIA.**—Spot market bare; shipment offers not expected before January 1958.

**QUILLAIA.**—Spot offers of whole bark at 195s. per cwt.; cut, 230s.; crushed, 245s. Shipment offers at 150s., c.i.f.

**RAUWOLFIA.**—*Serpentina* is 4s. 3d. per lb., c.i.f., and *vomitaria*, 2s. 3d., c.i.f.

**RHUBARB.**—Quotations for Chinese are from 6s. 6d. to 9s. 3d. per lb., as to quality.

**SARSAPARILLA.**—Jamaican native red on the spot is 2s. 6d. per lb., and for shipment, 2s., c.i.f.

**SEEDS.**—(Per cwt.). **ANISE.**—Cyprian, 170s., spot (duty free). **CARAWAY.**—Dutch now offered at 95s., duty paid. **CELERY.**—Indian remains firm at 200s., spot, with shipment a little easier at 162s. 6d., c.i.f. **CORIANDER.**—Spot, Moroccan, 90s.; Rumanian, 75s.; Polish, 62s. 6d. (splits, 52s. 6d.) all duty paid. Moroccan for shipment, 48s., c.i.f. **CUMIN.**—Dearer; Cyprian on spot is now quoted at 200s. and Iranian at 185s., in bond. Cyprian for shipment reported sold at 182s. 6d., c.i.f. **DILL.**—Indian, 62s. 6d., spot and shipment, 49s. 6d., c.i.f. **FENNEL.**—Indian quoted at 200s. on spot. **FENUGREEK.**—Moroccan lower at 62s. 6d., spot. **MUSTARD.**—English 70s. to 80s., according to quality.

**SENEGA.**—Spot is 18s. 3d. per lb. with shippers asking 17s. 6d., c.i.f.

**SENNA.**—*Timnevelly* LEAVES, prime No. 1, 1s. 5d. per lb., prime No. 2, 1s. 3d., f.a.q., No. 3, 10d. **PODS**, manufacturing, 1s. to 1s. 3d.; others, 1s. 7d. to 2s. 3d. *Alexandria* pods: Manufacturing, 1s. 6d. with hand-picked from 3s. 6d. to 8s.

**SHELLAC.**—F.O.T.N. 215s. per cwt., F.O. No. 1, 232s. 6d.; fine orange, 245s. to 305s.

**SLIPPERY ELM.**—Grinding quality bark is 2s. 7½d. per lb.

**SQUILL.**—New-crop white is offered on the spot at 65s. per cwt.

**STRAMONIUM.**—Indian LEAVES are 70s. per cwt., and European 80s. on the spot.

**STROPHANTHUS.**—*Kombé* on the spot is 8s. 6d. per lb. for the 100 per cent.; *Gratus* is unobtainable spot or forward.

**STYRAX.**—Quotations are 9s. 6d. per lb., landed, duty paid.

**TONQUIN BEANS.**—Para on the spot are cleared; no shipment offers.

**TRAGACANTH.**—No. 1 ribbon is £150 to £155 per cwt., No. 2, £135 to £137 10s.

**TURMERIC.**—Madras finger on the spot is 52s. 6d. per cwt.

**VALERIAN ROOT.**—Spot: Indian (with rootlets) is 130s. and Belgian, 175s. to 195s. per cwt. Dutch (max. 2½ per cent. sand) for prompt shipment, 168s., g/n. c.i.f.

**VANILLIN.**—Rates (per lb.) are now:—5-cwt. lots, 25s. 3d.; 1-cwt., 25s. 6d.; 56-lb., 25s. 9d.; smaller quantities, 26s.

**WAXES.**—(Per cwt.). **BEES.**—Dar-es-salaam, spot, 520s., shipment, 505s., c.i.f.; Sudanese, 450s., spot, in bond and 445s., c.i.f. Abyssinian, spot, 470s. in bond; shipment, 470s., c.i.f. Benguela spot, 530s., duty paid; shipment, 495s., c.i.f. **CANDELLILLA.**—Forward, 450s. landed. **CARNAUBA.**—Fatty grey, spot, 565s.; for shipment, 545s., c.i.f. Prime yellow, spot, 1,140s.; shipment, 1,065s., c.i.f.

**WITCH HAZEL LEAVES.**—Spot supplies are 1s. 11d. per lb.

## Essential and Expressed Oils

**ANISE.**—Chinese, 11s. per lb., spot; shipment, 10s. 10½d., c.i.f.

**BAY.**—West Indian is 12s. 6d. per lb. on the spot.

**BIRCH TAR.**—Rectified is about 14s. per lb. in 1-cwt. lots.

**BOIS DE ROSE.**—Brazilian is 25s. 3d. per lb. on the spot and 23s. 6d., c.i.f.

**CARAWAY.**—English-distilled is offered at 55s. and imported from 25s. to 26s. per lb.

**CASSIA.**—Spot is 13s. 6d. per lb.; shipment, 13s. 1½d., c.i.f.

**CHENOPODIUM.**—Spot value is 35s. per lb. for original containers.

**CITRONELLA.**—Ceylon, spot, 4s. 6d.; shipment, 4s. 2½d., c.i.f. Formosan, November-December, 5s. 3d., c.i.f. Spot; 6s., in bond.

**CLOVE.**—Madagascar leaf is 6s. 7½d. per lb. duty paid and 5s. 7½d., c.i.f., for shipment. Rectified 87-88 per cent., 9s. 3d. Distilled bud oil, English, B.P., from 28s. 9d. to 35s., as to quantity.

**COD-LIVER.**—B.P. is 11s. 6d. per gall. in charged returnable drums. Veterinary is from 9s. 6d. per gall.

**CORIANDER.**—B.P. oil is quoted from 75s. per lb.

**CUBEB.**—Spot supplies are offered at 45s. per lb.

**CUMIN.**—Quotations for English-distilled oil are about 95s. per lb.

**EUCALYPTUS.**—70 to 75 per cent. eucalyptol on the spot is 4s. 9d. per lb. 80 to 85 per cent., 5s. 6d.

**FENNEL.**—Spanish sweet on the spot is quoted at 10s. to 12s. 6d. per lb.

**GERANIUM.**—Bourbon is 115s. per lb. on the spot and Algerian, 97s. 6d.

**GRAPEFRUIT.**—Jamaican or Floridan is 15s. per lb., spot.

**LAVANDIN.**—Spot is from 11s. to 14s. 9d. per lb. for original drums.

**LEMON.**—Prices of B.P. oil (4 per cent. citral) vary greatly on the spot according to quality and range between 37s. and 45s. per lb. Californian, 25s. 9d. to 28s. 6d. as to quality, subject to licence.

**NUTMEG.**—Imported B.P. oil is about 102s. 6d. per lb. English-distilled, 180s., nominal.

**PALMAROSA.**—East Indian, 35s., spot, and 29s., c.i.f.

**PATCHOULI.**—Penang is 30s., in bond, and 27s. 6d., c.i.f.

**PENNYROYAL.**—Spot is quoted from 17s. 6d. per lb., duty paid.

**PEPPERMINT.**—*Arvensis*: Chinese is 26s. 6d. per lb. on the spot and 26s. 3d., c.i.f. Brazilian, 14s., spot and 13s., c.i.f. Formosan, 18s. 3d., c.i.f. (second-hand sellers); spot, 18s. 6d. Italian "Mitcham" type oil on spot is from 45s. to 50s.; American, 27s. 6d. to 55s., as to origin.

**PETITGRAIN.**—Paraguay is offered at 22s. 9d. per lb. on the spot; 21s., c.i.f.

**PIMENTO.**—English-distilled berry is 180s. per lb.; imported, 75s. Rectified leaf, 27s. 6d. per lb. for small lots.

**PINE.**—*Pumilionis* on the spot is from 16s. per lb.; *sylvestris*, 25s.; Siberian (*abietis*), 12s. 6d. to 14s.

**ROSEMARY.**—Spanish is firm at 7s. 6d. per lb.

**SAGE.**—Spanish is 8s. 6d. per lb.

**SANDALWOOD.**—Mysore is 79s. per lb. and East Indian, 73s.

**SPEARMINT.**—Offers of U.S.P. grade are from 29s. per lb. on the spot.

**TANGERINE.**—Spot supplies of best oil are offered from 45s. per lb.

**THYME.**—Spot is 10s. per lb.

**VETIVERT.**—Spot is currently at about 95s. per lb.

## UNITED STATES REPORT

**NEW YORK, NOVEMBER 12:** A firmer tone was reported in QUININE, while CITRATES were steady and active. ATROPINE and BRUCINE remained in a generally tight supply position. A steadier tone was noted for ASCORBIC ACID reflecting a stiffening in world market prices. RESERPINE eased 10 cents to \$1.40 per gm. GUM ACACIA, amber sorts, advanced three-quarters of a cent to 20 cents a lb., while Asiatic STYRAX advanced by 30 cents to \$1.25 a lb. Among ESSENTIAL OILS Formosan CITRONELLA eased eight cents to 87 cents a lb.; CLOVE LEAF eased five cents to 90 cents; Bourbon GERANIUM to \$16.50 and PATCHOULI declined by 25 cents to \$5.25 a lb.



## TRADE MARKS

### APPLICATIONS ADVERTISED BEFORE REGISTRATION

#### From the "Trade Marks Journal," October 30

##### For all goods (5)

HISTRYL, 760,736, by Smith Kline & French International Co., Philadelphia, Pennsylvania, U.S.A. MAHSANA, 766,169, by Ram Bilas Sirdaw, Jinja, Uganda. CALVIMA, 766,723, FUMERAL, 766,726, by Glaxo Laboratories, Ltd., Greenford, Middlesex. TABIONEX, 767,965, IONEXTEN, 768,582, by Clinical Products, Ltd., Richmond, Surrey. LARIDOX, NOLEPTANE, 768,476-77, QUASERTONE, 768,480, by Dr. Karl Thomac, G.m.b.H., Biberach on the Riss, Germany.

For all goods for sale in the United Kingdom, but not including anaesthetics or preparations containing barbiturates (5)

SUBITAL, 764,411, by Bayer Products, Ltd., Kingston-on-Thames, Surrey.

For preparations for the sterilisation of surgical instruments (5)

LYSEPTOL, 766,418, by Philip Harris, Ltd., Birmingham.

For medicinal preparations in tablet form (5)

Device with wording HAR TON, 767,001, by Oliver George Harrington and Margaret Anne Harrington, Edgware, Middlesex.

For pharmaceutical preparations for human use (5)

SOLU-CORTEF, 767,048, by Upjohn of England, Ltd., Crawley, Sussex.

For pharmaceutical preparations containing sulphanamides (5)

ALBASULFA, 767,283, by Upjohn of England, Ltd., Crawley, Sussex.

For herbal preparations for pharmaceutical purposes (5)

COSMO-VITAL, 767,575, by Cosmovital Food Co., London, S.W.1.

For antihistamines being pharmaceutical preparations (5)

DAYFEN, 768,254, by Schenley Laboratories, Inc., New York, U.S.A.

For photographic slide frames (9)

DRI-FIX, 763,502, by Kettering Cartons, Ltd., Kettering, Northants.

For scientific and electrical apparatus and instruments and parts of all such goods (9)

SPARCARD, 765,768, by Sparcatron, Ltd., Bath, Somerset.

For scientific apparatus and instruments; photographic, optical, cinematographic, etc., apparatus and instruments; and parts of all those goods (9)

PLEOGON, 766,158, by Carl-Zeiss, Württemberg, Germany.

For apparatus for measuring, recording and regulating the addition of sterilising agents to water (9)

DEPOLOX, 767,248, by Chlorator G.m.b.H., Berlin-Lichterfelde-West, Germany.

For photographic and cinematographic apparatus and instruments (9)

REVELATOR, 768,294, by Rex Smith, London, E.C.4. MAXIMATUS, 768,516, TELOPAR, 768,518, by Meopta, Narodni Podnik, Prerov, Czechoslovakia.

For anti-dazzle spectacles (9)

SUNHAWK, 768,486, by Blunco (London), Ltd., London, S.W.17.

For surgical, medical, dental and veterinary instruments and apparatus (10)

AMWELL, B765,529, by H. G. Carsberg & Son (London), Ltd., Chesham, Bucks.

For spraying devices for use on the hair (21)

COTY CURL SET, 765,981, by Coty (England), Ltd., London, W.1.

For natural and artificial sponges (21)

CELTEX, 768,593, by Sponcel, Ltd., London W.C.2.

#### From the "Trade Marks Journal," November 6

##### For all goods (3)

JULIETTE MARGLEN, 765,898, by Juliette Marglen, Inc., Los Angeles, California, U.S.A.

##### For toilet soap (perfumed) (3)

Device with words KNIGHT'S CASTILE, 766,042, by John Knight, Ltd., London, E.16.

(In use the word "Castile" will be varied by the substitution of the names of other soaps included in the specification).

For perfumes, toilet preparations (not medicated), cosmetic preparations, dentifrices, depilatory preparations, toilet articles (not included in other classes), sachets for use in waving the hair, soaps and essential oils (3)

TOKALON PRETTY QUICK, 767,145, by Tokalon, Ltd., Reading, Berks.

For perfumes, essential oils, perfumed toilet oils; aromatic compounds for use in the manufacture of perfumes and of non-medicated toilet preparations, brillantines and cosmetic preparations (3)

CHARME D'OREE, 767,992, by W. J. Bush & Co., Ltd., London, E.8.

For preparations for the hair, cosmetic preparations (not being toilet preparations), perfumes, toilet water, depilatory preparations; bath salts and bath oils, none being medicated; and artificial nails, being toilet articles (3)

GORI-ATUCKE, 768,055, by Alvar Carlsson, A.G., Stockholm, Sweden.

For cleaning, polishing, scouring and abrasive preparations, soaps and detergents (not for use in industrial or manufacturing processes) (3)

MELACLENE, 768,066, by Liverpool Borax Co., Ltd., Liverpool, 3.

#### For toilet articles (3)

ROSELLA, 768,914, by S. D. Rand, Ltd., London, W.1.

#### For pharmaceutical preparations (5)

PEGANONE, 757,846, SERENESIL, 761,404, by Abbott Laboratories, Chicago, Illinois, U.S.A. BIDROLAR, 768,303, by Armour & Co., Chicago, Illinois, U.S.A. CUMITAN, 768,308, by Endo Laboratories, Inc., New York, U.S.A.

#### For liniments (5)

Device with words SULTANIA PAIN KILLING LINIMENT, 764,886, by Lalani Medical House, Mwanza, Tanganyika, British East Africa.

For pharmaceutical preparations and substances for the treatment of disorders of the liver and gall bladder (5)

PANTOCHOL, 766,358, by C. H. Boehringer Sohn, Ingelheim-on-Rhine, Germany.

For pharmaceutical preparations and substances for human and veterinary use (5)

ORISUL, 765,602, by Ciba, Ltd., Basle, Switzerland.

For pharmaceutical preparations and substances for the treatment of hepatic and biliary disorders (5)

CHOLIPIN, 766,357, by C. H. Boehringer Sohn, Ingelheim-on-Rhine, Germany.

## COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of the week of insertion.

### Monday, November 18

ENFIELD CHEMISTS' ASSOCIATION, Hop Poles hotel, Baker Street, at 7.30 p.m. A talk on "Skin Care and the Art of Make-up" by a representative of Yardley & Co., Ltd.

FINCHLEY BRANCH, PHARMACEUTICAL SOCIETY, Bull and Butcher, Whetstone, at 8 p.m. Mr. C. R. Day (May & Baker, Ltd.) on "Too Many Tranquillisers?"

LONDON SECTION, SOCIETY OF CHEMICAL INDUSTRY, Royal Empire Society, 18 Northumberland Avenue, London, W.C.2, at 6.30 p.m. Scientific films show.

ROMFORD BRANCH, PHARMACEUTICAL SOCIETY, The Unicorn, Gidea Park, at 7.45 p.m. Ladies' night. Miss L. P. Torry (Goya, Ltd.) on "Perfumery."

SOUTH-WEST LONDON CHEMISTS' ASSOCIATION, Lambeth town hall, Brixton Hill, London, S.W.2, at 7.45 p.m. Dr. K. R. Capper (editor, Pharmaceutical Society's scientific publications) on "The British National Formulary, 1957."

WATFORD AND ST. ALBAN'S BRANCH, PHARMACEUTICAL SOCIETY, Waterend Barn, St. Albans, at 7.30 p.m. Annual dinner and dance.

### Tuesday, November 19

HARROW BRANCH, PHARMACEUTICAL SOCIETY, oak hall, Baptist Church, College Road, Harrow, at 8 p.m. Dr. A. N. Davenport on "Colour and the Amateur Photographer."

HERTFORD BRANCH, PHARMACEUTICAL SOCIETY, Hertford secondary school, Mangrove, at 8 p.m. Film evening presented by Mr. E. K. Samways.

LEEDS BRANCH, PHARMACEUTICAL SOCIETY, Astoria ball-room, Ladies' dance.

MANCHESTER AND SALFORD BRANCH, PHARMACEUTICAL SOCIETY, Fallowfield hotel, at 8 p.m. Junior Branch dance in aid of the Society's Benevolent Fund.

SHEFFIELD BRANCH, PHARMACEUTICAL SOCIETY, new room, Y.M.C.A., Fargate, at 8 p.m. Discussion: "The Council's Education Policy."

### Wednesday, November 20

BIRMINGHAM PHARMACEUTICAL ASSOCIATION, botanical gardens, Edgbaston, at 8 p.m. Dance.

BOURNEMOUTH, PORTSMOUTH AND SOUTHAMPTON BRANCHES, PHARMACEUTICAL SOCIETY, Polygon hotel, Southampton. At 5 p.m., tea; at 6 p.m., regional conference.

CHESTERFIELD BRANCH, PHARMACEUTICAL SOCIETY, Market Place, Chesterfield, at 1.15 p.m. Visit

to Beeston factory, Boots Pure Drug Co., Ltd. CROYDON BRANCH, PHARMACEUTICAL SOCIETY, Greyhound hotel, High Street, Croydon, at 6.45 p.m. Annual dinner and dance.

LIVERPOOL CHEMISTS' ASSOCIATION and BRANCH, Exchange hotel, at 8 p.m. Annual dance in aid of the Pharmaceutical Society's Benevolent Fund.

LONDON BRANCH, ROYAL INSTITUTE OF CHEMISTRY, Royal Society of Health, 90 Buckingham Palace Road, London, S.W.1, at 6 p.m. Annual meeting.

SWANSEA AND WEST GLAMORGAN BRANCH, PHARMACEUTICAL SOCIETY, Mackworth hotel, Swansea, at 7.45 p.m. Talk by Mr. H. Noble (secretary, National Pharmaceutical Union).

### Thursday, November 21

BRADFORD BRANCH, NATIONAL PHARMACEUTICAL UNION, Midland hotel, at 7.45 p.m. Annual meeting. Talk by Mr. T. Heseltine (a member of the Pharmaceutical Society's Council).

CHEMICAL SOCIETY, Burlington House, Piccadilly, London, W.1, at 7.30 p.m. Original papers.

DUNDEE AND EASTERN SCOTTISH BRANCH, PHARMACEUTICAL SOCIETY, Dundee Royal Infirmary, at 7.30 p.m. Mr. J. McKie on "Atoms for Health."

LONDON BRANCH, GUILD OF PUBLIC PHARMACISTS, Friends' House, Euston Road, London, N.W.1, at 7 p.m. Mr. J. D. Rochford (consultant anaesthetist, Barnet Group hospitals) on "Recent Advances in Anaesthetics."

SOMERSET BRANCHES, PHARMACEUTICAL SOCIETY and NATIONAL PHARMACEUTICAL UNION, Castle hotel, Taunton. At 5 p.m., tea; at 6.30, business meeting; at 7.45 p.m., film, "Counting the Cost," followed by Mr. J. Charlton (N.P.U. central checking bureau) on "The Problems of Counting the Cost."

SWANSEA AND WEST GLAMORGAN BRANCH, PHARMACEUTICAL SOCIETY, Brangwyn hall, Swansea, at 7.30 p.m. Ball.

### Friday, November 22

HULL CHEMISTS' ASSOCIATION and BRANCH, Imperial hotel, at 8 p.m. Film show introduced by Mr. S. F. Woodward (Glaxo Laboratories, Ltd.).

SCOTTISH DEPARTMENT, PHARMACEUTICAL SOCIETY, 36 York Place, Edinburgh, at 7.30 p.m. Dr. E. J. Wayne (regius professor of medicine, Glasgow University) on "Radioactive Isotopes in Clinical Medicine."



## PRINT AND PUBLICITY

### COMMERCIAL TELEVISION

PROGRAMME details are given to enable chemists to put in linking-up displays if they wish. Notice given is as far in advance of the programme date as can be guaranteed by the broadcasting companies. Where known, the number of appearances of the product during the week is shown in parentheses.

\* = National Pharmaceutical Union Scheme.

November 24-30

#### LONDON

Air-wick (2), Alka-Seltzer, Anadin (2), Andrews liver-salt (2), Aspro (4),  
Beecham's pills (4), Beecham's powders (4), California syrup of figs, Christy's lanoline face pack, Christy's liquid lanoline (2), Colgate brushless shaving cream, Colgate dental cream, Crookes halibut-oil capsules (2),  
Delrosa rose hip syrup (2), Dentifine, Digestif Rennies (3), Euthymol tooth-paste\* Ex-lax (2), Famel syrup (2), Fynnon salt (2),  
Gayelord Hauser extra potency yeast, Germolene (4), Gibbs' S.R. tooth-paste (7), Gillette razors and blades (3), Gon tablets (2),  
Halo shampoo, Horlicks (3), Instoms indigestion tablets, Iron Jelloids, Kleenex tissues (5),  
Lantigen B oral vaccine (3), Lazy Shave, Loxene medicated shampoo,  
Macleans tooth-paste (2), Macprin (2), Milk of Magnesia products (3), Moorland indigestion tablets, Opas tablets, Optrex eye lotion,  
Pacquin's hand cream (2), Philips electric blankets, Phosferine (3), Phyllosan (2), Pin-Up home perm (2), Pifco vibratory massager, Plenamins (2), Potter's catarrh pastilles, Punch and Judy children's tooth-paste,  
Sebbix shampoo (2), Scotties tissues (2), Silvikrin shampoo (2), Sunsilk shampoos (4), Trugel (2), Twink (4),  
Valderma balm, Vaseline liquid shampoo (3), Veno's cough mixture (4), Vitaforce (2), Vita-Glucose, Yardley gift cases\*, Zeph nasal spray (2).

#### MIDLAND

Addis Beauty Brush and gift sets\*, Air-wick, Alka-Seltzer (2), Anadin (2), Andrews liver-salt (2), Angiers Supavite, Aspro (5),  
Beecham's pills (3), Beecham's powders (4), Beauty Flo, Bourjois Evening in Paris gift sets\*,  
Cadum soap, California syrup of figs, Christy's lanoline face pack (2), Colgate dental cream, Crookes halibut liver oil capsules (2), Cutex lipstick (3), Cutex hand cream, Cuticura talcum powder,  
Delrosa rose hip syrup (2), Digestif Rennies (2), Euthymol tooth-paste\*,  
Famel syrup, Fynnon salt (2),  
Gayelord Hauser extra potency yeast, Germolene (3), Gibbs' S.R. tooth-paste (12), Gillette razors and blades (3), Gon tablets (3), Halo shampoo, Horlicks (3), Instoms indigestion tablets,  
Kleenex tissues (5),  
Lantigen B oral vaccine, Lazy Shave, Loxene, Lloyd's adrenaline cream (3),  
Macleans tooth-paste (2), Macprin, Milk of Magnesia products (2), Moorland indigestion tablets, Nemakol, Opas tablets, Optrex eye lotion (3),  
Pacquin's hand cream (2), Penetrol inhalant, Persomina tablets, Philips electric blankets, Phosferine, Phyllosan (3), Pifco vibratory massager, Pin-Up home permanent (2), Plenamins (2), Polly roll absorbent paper (2), Potter's catarrh pastilles, Punch and Judy children's tooth-paste, Pure Silvikrin, Radian B, Scotties tissues (3), Seb hand cream (2), Sebbix shampoo (3), Shavex (2), Silvikrin shampoo (3), Sunsilk shampoos (5), Tattoo lipstick (3), Trugel, Twink (4),  
Valderma balm, Veno's cough mixture (4), Vita-Glucose, Zoflora, Zero, Zeph nasal spray (2), Zubes cough mixture (3).

#### NORTH

Air-wick (2), Alka-Seltzer, Anadin (2), Andrews liver-salt (2), Angiers Supavite, Aspro, (5), Addis Beauty Brush and gift sets\*.

Beecham's pills (5), Beecham's powders (4).

California syrup of figs, Cephos (3), Christy's lanoline face pack (2), Colgate dental cream, Cadum soap, Cabdrivers linctus (3), Crookes halibut liver oil capsules (2), Crookes hand cream,

Delrosa rose hip syrup (2), Delsey toilet tissues (2), Digestif Rennies (2),

Euthymol tooth-paste, Famel syrup, Fynnon salt, Germolene (3), Gon tablets (2), Halo shampoo, Gibbs' S.R. tooth-paste (10), Gillette razors and blades (3), Horlicks (3), Iron Jelloids (3), Kleenex tissues (5),

Lantigen B oral vaccine, Lazy shave, Loxene medicated shampoo,

Macleans tooth-paste (3), Macprin (2), Milk of Magnesia products (2), Moorland indigestion tablets,

Opas tablets, Optrex eye lotion (2), Pacquin's hand cream (2), Penetrol inhalant, Philips electric blankets, Phosferine, Pifco vibratory massager, Pin-Up home permanent (2), Plenamins (2), Pond's beauty preparations, Potter's catarrh pastilles, Phyllosan (3),

Savlon antiseptic lozenges (3), Scott's emulsion, Scotties tissues (3), Sebbix shampoo (3), Silvikrin hair cream, Silvikrin shampoo (2), Shavex (2), Snowfire waveset, Sunsilk shampoos (3),



**CROWNER AND PACK:** The crowner designed by Lonsdale Hands for the Kleenex tissues—fornien of Kimberly-Clark, Ltd., 11 Grosvenor Gardens, London, S.W.1, tells the story of its "wet strength" and illustrates its varied uses.

## C. & D. WEEKLY LIST OF PRICES

A = Advanced; R = Reduced; I.R.P. = Inclusive Retail Price; \* = Tax 30 per cent.; † = Tax 90 per cent.

**J. BIBBY & SONS, LTD.** (from November 11)

	Doz.	I.R.P.
Cidal soap*	36	24 0 1 1 A

	Doz.	I.R.P.
DALMAS, LTD. (from November 18)		
Gumtex*	tube 18 0	2 9 A

**LABORATORY OF APPLIED PATHOLOGY, LTD.**

	Each	I.R.P.
Arthrepsin tablets	50 5 0	7 6 A
	1,000 98 4	147 6 A

	Doz.	I.R.P.
NU-SAN, LTD.		
Nu-San dressings	5 8 0	1 0 A

**PFIZER, LTD.** (from November 18)

	10 mgm.	I.R.P.
Atarax tablets	20 6 0	9 0 R
	100 26 4	39 6 R

	8 4	I.R.P.
symp*		15 0 R

**PIFCO, LTD.**

	I.R.P.
Pifco sunlamp carbons:—	
ultra-iron cored	1 2 A
solid negative	1 2 A
cerium cored	1 2 A
tungsten cored	2 0 A

### P.A.T.A. LIST

(Alterations notified this week by the Proprietary Articles Trade Association.)

**JOHN BELL, HILLS & LUCAS, LTD.**

	4 oz.	19 6	3 3 A
Vytina tonic phosphates*			
	8 oz.	30 6	5 6 A
	16 oz.	51 10	8 10 A

(Vytina tonic phosphates replace J.B. tonic phosphates.)

Thermogene (4), Tru-gel (2), Twink (4).

Valderma antiseptic balm (5), Valderma antiseptic soap (5), Veno's cough mixture (5), Vita-glucose, Yeast-Vite (2), Zeph nasal spray, Zero, Zubes cough mixture (3).

### SCOTLAND

Air-wick (3), Alka-Seltzer, Anadin (2), Andrews liver-salt (2), Andrex (3), Aspro (5), Beecham's powders (4),

California syrup of figs (2), Colgate dental cream, Coty 24 lipstick, Delrosa rose hip syrup (2), Euthymol tooth-paste, Famel syrup, Fynnon salt, Gillette razors and blades (3), Halo shampoo, Horlicks (3), Kleinert's "Frou-Frou" baby pants, Kleenex tissues (5),

Lantigen B oral vaccine, Lazy shave, Loxene medicated shampoo,

Macleans tooth-paste (3), Macprin (2), Milk of Magnesia products (2), Moorland indigestion tablets, Nervone (3), Opas tablets,

Pacquin's hand cream (2), Penetrol inhalant, Persomina tablets, Philips electric blankets, Pin-Up home perm (3), Pifco vibratory massager, Plenamins (2), Pond's beauty preparations,

Silvikrin shampoo (3), Twink (4), Veno's cough mixture (4), Vita-Glucose, Yeast-Vite (2), Zeph nasal spray (2),

Other products which are currently being advertised (but for which no station has been notified) include: Kit-E-Kat, New Araby soap, Scan eye lotion, Scrub, 1001 cleaner, Victory-V lozenges, Citroze, Bristow's new lanolin shampoo, Val-Pak cream beauty mask.

### PUBLICATIONS

#### Catalogues

KODAK, LTD., Kodak House, Kingsway, London, W.C.2: Kodak finisher catalogue. Pp. 97.

#### Periodicals

PARKE, DAVIS & CO., LTD., Hounslow, Middlesex: *Parke-Davis Bulletin*, No. 3, 1957. The Scottish headquarters of the Pharmaceutical Society at York Place, Edinburgh, are featured on the cover of the issue in a fine line drawing by Graham Clilverd.

THE MOND NICKEL CO., LTD., Thames House, Millbank, London, S.W.1: *The Nickel Bulletin*. A feature of the September *Bulletin* is a table summarising the result of researches carried out by the American Electroplaters Society on the effects of impurities in nickel-plating solutions and methods of purification. Pp. 25.

### ADDITIONS TO THE LIST

**NEWTON, CHAMBERS & CO., LTD.**

	Gross	I.R.P.
Izal toilet roll	133 0	1 2

	Doz.	I.R.P.
Zal pine fluid disinfectant	9 0	1 0
	13 6	1 6

	Doz.	I.R.P.
Sanizal coal-tar disinfectant	7 6	1 0
	10 6	1 2

### NEW PRODUCTS AND PACKS

**ABBEY PERFUMERIE CO., LTD.**

	I.R.P.
Lubin "Son Fils et Lui"	
Cologne†	38 0

**JOHNSONS OF HENDON, LTD.**

	I.R.P.
Vogue developing dishes	
3½ x 4½ x 1 in. deep	12 18 0
5½ x 7½ x 1½ in. deep	2 3
7 x 9½ x 1½ in. deep	4 3

	I.R.P.
grade A, 8½ x 10½ x 2½ in. deep	7 6
grade B	5 3

	I.R.P.
grade A, 10½ x 13 x 2½ in. deep	12 6
grade B	9 6

	I.R.P.
grade A, 13 x 16½ x 2½ in. deep	19 6
grade B	13 9

	I.R.P.
grade A, 17 x 20½ x 3 in. deep	32 6
grade B	23 9

	I.R.P.
Plastic measure	
10 oz.	2 9
20 oz.	4 3

**PFIZER, LTD.**

	25 mgm.	I.R.P.
Atarax tablets		
	20 12 0	18 0
	100 52 8	79 0

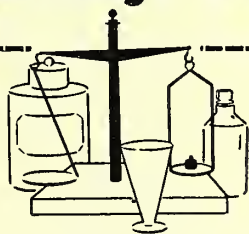
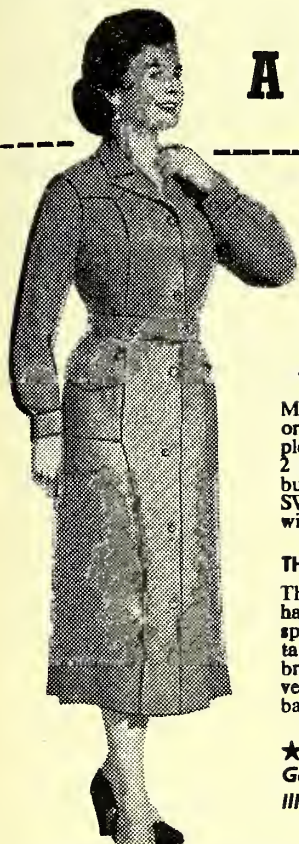


# Sleep Sweeter BOURNVITA



Made by **CADBURY**

## A message to modern managements



### THE "DUCHESS" (illustrated)

Made in superior quality Poplin or Rayon, this elegant style is pleated back and front and has 2 side pockets, all-round belt to button and button cuffs. Sizes: SW, W, WX, OS and XOS. In wide range of colours. Price 31/6.

### THE "PROFESSIONAL" (for men)

This Long Coat has a stitched down half-belt back and is made in a special satin drill. Features: detachable buttons, 2 side and 1 breast pocket with division. 2 side vents to trousers. Vent cuffs. Seam back. Centre vent. Price 32/9.

★ Send today for a free copy of Gardiner's Overall Catalogue illustrating more than 30 styles.

Make sure your staff always looks smart and efficient in well-tailored overalls from Gardiner's. For protection, for good looks, you can't beat these elegantly-cut and finished garments. They're so hygienic—so crisp and clean. Wash them time and time again—they still look as good as new. Gardiner's overalls are made in a wide range of styles and materials, including drill, rayon and nylon.

# GARDINER'S

**GARDINER & CO (The Scotch House) Ltd**

1, 3 & 5 Commercial Road, London, E.1  
(Opp. Aldgate East Tube Station)  
Telephone: BISHopsgate 6751/3

Open all day Saturday — closed 1 o'clock Thursday





## It is a long way to CARLSBAD

... but nevertheless you can benefit from the world-re-nowned healing springs of this famous spa. Carlsbad thermal salt replaces it by providing complete home treatment for stomach and gall diseases of all kinds — of course only if it is the genuine, natural one, from

Karlovy Vary!



Distributed by :

# CHEMAPOL

Panská 9., Praha 11., Czechoslovakia



## PRIDE

hair beauty PREPARATIONS  
SELL ON SIGHT!

*Spraying* <sup>HAIR</sup> *Lacquer*

Retails at 4/3

The finest of hair lacquers with a delightful perfume available in the new Super Spray 2½ oz. polythene bottle (various colours) in attractive individually packed cartons, and boxed in 1 doz. units in eye-catching display outers. Refill sachets also available packed in 2 doz. display units retail at 2s. 8d.



*Egg and Lemon*

CREAM SHAMPOO Retails at 3/9

24 shampoos in plastic injector dispenser. Hair and scalp always kept at its best with this high-foaming soapless cream shampoo made from the natural benefits of shell eggs and juice of fresh lemons. Trial—3 shampoo tubes 9d.; 3 individual shampoos linked together, 10½d.—all packed in well-designed display outers.



*Scalp Milk*

Retails at 3/3

An alleviating scalp lotion for use after shampooing and before setting. Allays scurf irritation; quick-drying action holds the hair, removes tangles; leaves hair free from all deposits and with a beautiful lustre.



PRIDE PRODUCTS SELL ON SIGHT!

These Fast-Selling lines are now being advertised continuously in National magazines and on Television.

From your usual wholesaler or direct—

B. N. FURMAN (PRODUCTIONS) LTD., 133 Fonthill Road, N.4

## 'SOL-TAN'

present the  
**NEW**  
COMPLETELY PORTABLE  
ULTRA-VIOLET



Type EM99P.  
Size 6½" x 6½" x 7½".  
Weight Approx. 10 lb.

### IDEAL FOR DOCTORS AND PHYSIOTHERAPISTS

A compact all purposes high pressure mercury arc generating the complete spectrum of ultra-violet from 4500 AU.s. to 2000 AU.s.



LIST PRICE  
£12. 19. 6  
TAX FREE

(Sold only against a  
Doctor's Prescription).

Write or 'phone for full particulars and illustrated lists of  
Infra-red lamps, Ultra-violet lamps and High-frequency machines.

The LONDON COMMERCIAL ELECTRICAL STORES LTD.  
20/22 CURSITOR STREET, LONDON, E.C.4.  
Telephone: CHA 6488/9



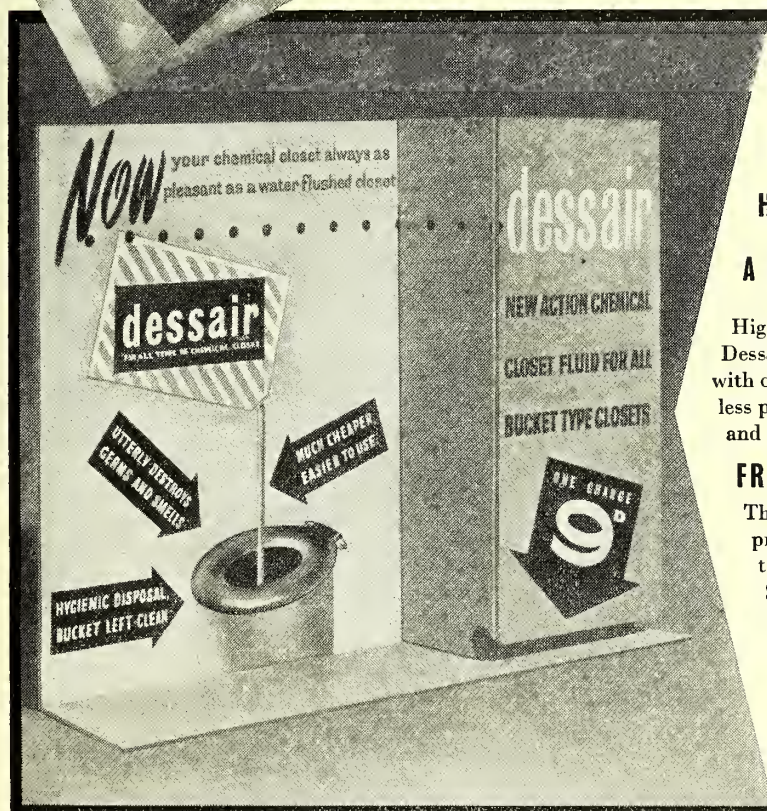
# CHEMICAL CLOSET FLUID

Here's good news—no more storage problems when you stock Dessair the New-Action Fluid.



**SURE SELLER**—simply because it is a better product sold at a fraction of the price of other fluids. Dessair is so much more efficient and easier for your customers to use. And it *guarantees positively no unpleasantness*. Once they have tried Dessair they will rely on it. That means regular repeat sales for you.

**IT'S NEW**—Dessair works in a completely new way, and does not merely seal off the bacteria that cause disease and smells. Dessair utterly destroys these germs so that there is no possibility of any unpleasantness. Solids are reduced making disposal easy and leaving the bucket clean.



## THIS ATTRACTIVE DISPENSER

TAKES UP LITTLE SPACE YET

HOLDS ENOUGH DESSAIR TO LAST

A FAMILY FOR A WHOLE YEAR

Highly concentrated — a charge of Dessair is only 1-20th of a pint. Compare with other fluids. Dessair takes up so much less precious storage space—an important and welcome advantage for all retailers.

## FREE OFFER

The surest, quickest way to build up profitable Dessair sales is to display the attractive and convenient 9d Single Charge Sachets. Accept the special dispenser offer and open up new business for yourself.

First orders of at least 6 dozen will include one of these brilliant counter display dispensers **FREE**.

## 40% DISCOUNT!!!..and easily earned

There are very good profits to be made with Dessair. Your orders can quickly earn up to 40% discounts. Don't miss them. Write to the manufacturers for details and make an order now.

Dessair retails at these prices:  
Single Charge Sachet 9d. 20 Charge Tin 10/6d.  
160 Charge Tin 65/-d.

Compare these prices with the cost of less effective and bulkier fluids.

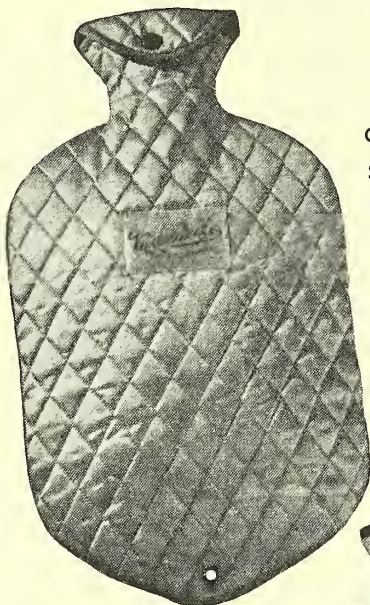
Patent applied for

THE DESS CHEMICAL COMPANY LIMITED, 403 SALISBURY HOUSE, LONDON WALL, LONDON, E.C.2



# For warmth at night

OFFER YOUR CUSTOMERS THIS WIDE RANGE OF  
HIGH QUALITY COVERED HOT WATER BOTTLES



## MANDELLE

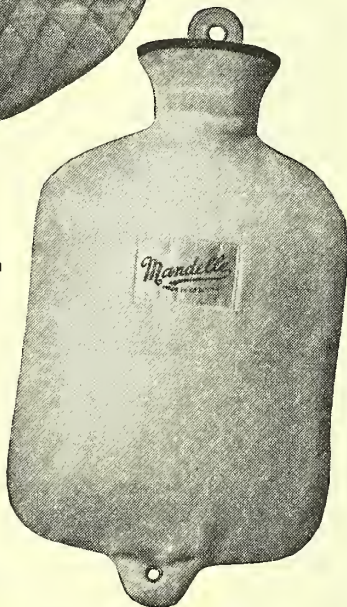
### 'Quilted'

Covered in Quilted  
Satin. Pastel Colours:  
Beige, Pink, Blue,  
Gold, Green or  
Lavender. Each  
wrapped in Cell-  
ophane envelope.  
36 per carton, 6  
of each colour.

## MANDELLE

### 'Velour'

Covered in Rich  
Velour. Colours:  
Blue, Beige, Lavender,  
Coral, Green, Gold.  
Each wrapped in  
Cellophane envelope.  
Fully guaranteed. 36  
per carton, 6 of  
each colour.



Please order through your wholesale house



COVERED HOT WATER BOTTLES

Manufactured by

**J. MANDLEBERG & CO. (RUBBER) LTD.**

SALFORD 6, LANCASHIRE

Phone: Pendleton 1441

## MODERN EQUIPMENT



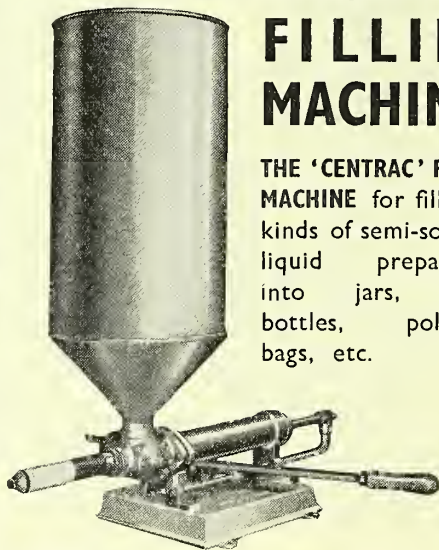
**"WEBSTER'S"**  
STAINLESS STEELWARE

**ISAAC WEBSTER & SONS LTD.**  
ABBAY WORKS  
KIRKSTALL  
LEEDS. 5.

TELEPHONE  
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TELEGRAMS  
"ISAAC WEBSTER"  
KIRKSTALL

## From our range of FILLING MACHINES



THE 'CENTRAC' FILLING  
MACHINE for filling all  
kinds of semi-solids or  
liquid preparations  
into jars, tubes,  
bottles, polythene  
bags, etc.

THE  
**"CENTRAC"**  
MACHINES

THE BANISTER STREET WORKS LTD  
18a, b, c, De BEAUVOIR ROAD, LONDON, N.1  
Telephone: CLissold 0828



Read at a glance... **SOLD** at a glance

## THE NEW "MAYFAIR" PERSONAL WEIGHER No. 206

The increasing interest in dieting for health and beauty is making more and more people weight-conscious. All of these people need an efficient, yet economically priced weighing machine for use in their own homes.

We are spending thousands of pounds in advertising our re-styled Mayfair machine to the public. The Mayfair is now available in many attractive colours—yellow, eau-de-nil, pink, blue or white.

It's read at a glance, and **SOLD** at a glance. Stock and sell the new Mayfair—now.



RETAIL  
PRICE ONLY  
**73/-**  
Inc. P.T.

# SALTER

NATIONALLY ADVERTISED IN  
leading women's magazines

Geo. Salter & Co. Ltd., West Bromwich



# PHENOXETOL

Regd. Trade Mark

B.P.C.

The original antipyocyanic compound with its developing use as a special preservative and antiseptic for penicillin creams, anti-burn ointments and pharmaceutical-medicinal preparations.

*We shall be happy to send you full technical details on request.*

**NIPA LABORATORIES LTD**  
TREForest INDUSTRIAL ESTATE  
Nr. CARDIFF TEL: TREForest 2128/9

*Sole Distributors for the United Kingdom:*

**P. SAMUELSON & CO., ROMAN WALL HOUSE, 1 CRUTCHED FRIARS, E.C.3. Telephone: ROYAL 2117/8**

## PRICES REDUCED

### FOR HARDWOOD APPLICATORS

100 boxes and over 3/- per box, 50 to 99 boxes 3/3 per box, under 50 boxes 4/- per box.

Standard pack, 6 gross to a box.

**IMMEDIATE DELIVERY** FROM LONDON STOCKS

## TONGUE DEPRESSORS

LOWEST PRICES SINCE THE WAR

Size 6in. x 3/4in. x 2mm. thick. Danish beech, perfectly finished.

Boxed 100's Minimum order 10,000.

Wholesale Houses only supplied.

**ASHWOOD TIMBER INDUSTRIES LTD.**

Specialists in Veneer and Plywood Products for all Trades.

**IBEX HOUSE, MINORIES, LONDON, E.C.3**

Tel.: ROYal 2494

Cables: ASHTIM, LONDON

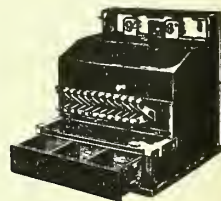
*The Sturdy*

## GLEDHILL

Cash Register

**INCORPORATES EVERY  
WORTH-WHILE FEATURE**

**AN ALL BRITISH  
PRODUCTION**



*Hire Purchase  
terms available.*

**G. H. GLEDHILL & SONS LIMITED, 28 TRINITY WORKS,  
HALIFAX.**

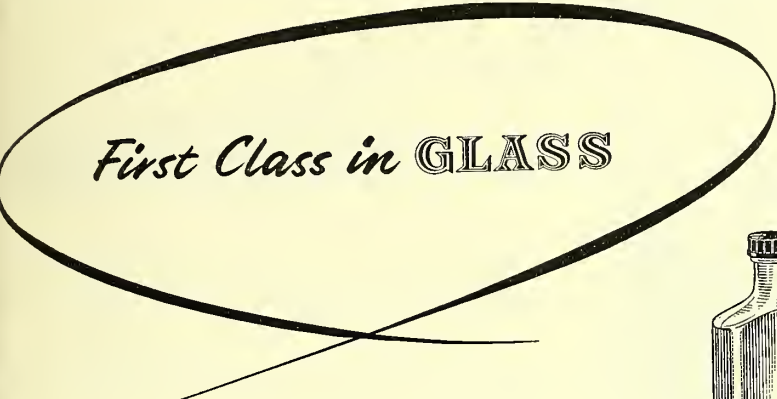
# TANNIC ACID

## AND DERIVATIVES

**THE BRITISH DYEWOOD COMPANY LIMITED**

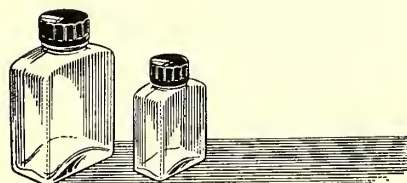
19 St. VINCENT PLACE GLASGOW C.1



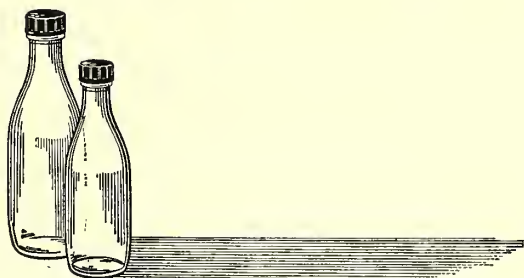
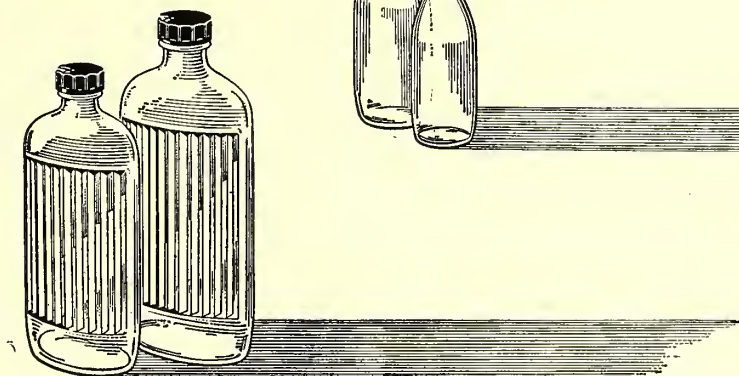


## First Class in GLASS

The discerning Pharmacist demands a container which combines attractive appearance with sound functional design. Beatson Bottles are produced especially to satisfy both these requirements—they look well, store well, handle well, pour well—Beatson Medicals, Panels, Ribbed Ovals, Emulsions, Tablets, Olive Oils, Poisons, Winchesters and, in fact, every bottle used in Pharmacy is the better for being “BEATSON.”



...in Beatson bottles



**BEATSON, CLARK & CO., LTD.**

GLASS BOTTLE MANUFACTURERS

**ROTHERHAM**

Established 1751

**YORKS.**

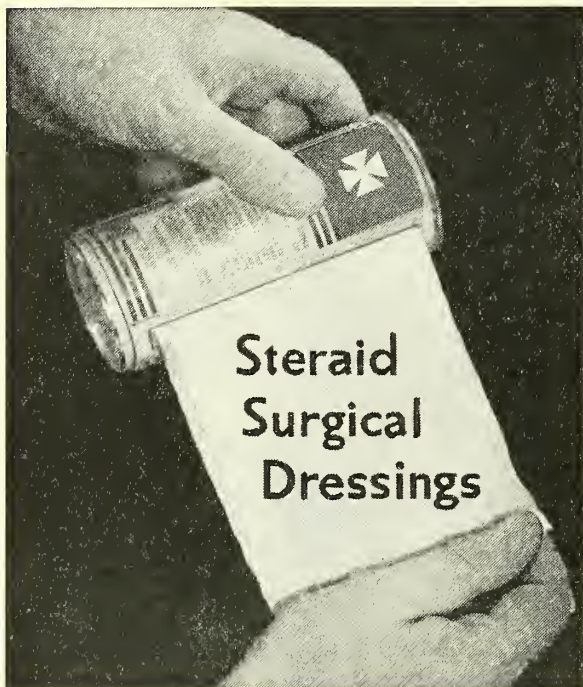
“The Sign of a



Good Bottle”



# Look at this dressing!

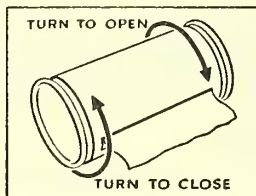


... It is **STERAID GAUZE** being drawn out of its patent container ready to be snipped off. What a convenience this could be to your Doctor and other customers: they would readily buy their Dressings in this simple and effective device . . . so very much superior to the ordinary packets.

**STERAID DRESSINGS** are made up in Gauze and Lint (Plain and Boric) in Display outers, each of twelve containers.

Enter a trial order through your Wholesaler. Your customers will appreciate the utility of this excellent product.

After use, one slight turn at the base will return the dressing to the container, enclosing it completely from any contamination, ready for further use . . .



**ROBERT BAILEY & SON, LTD.**  
SURGICAL DRESSINGS MANUFACTURERS  
BYSTANT STREET, GREAT HOOD, STOCKPORT  
STEPPING HILL 3008/7 G. "UNDISPUTED" STOCKPORT

## For the busy Chemist

the new Cuticura Medicated Liquid provides a two-fold service. Just one bottle makes a brilliant and attractive display that answers the customer's enquiry "What do you recommend . . . ?" And every bottle earns the customer's thanks for a preparation that effectively soothes and relieves minor skin and scalp irritations.

Mildly medicated for the Care of the Skin, as are all the Cuticura Preparations—Soap, Ointment, Talcum Powder and Shaving Stick—now comes the new

## Cuticura Medicated Liquid

Trade Price 23/6 dozen, selling at 3/2 bottle  
Purchase Tax 30%

### The Best costs no more!

when ordering ZINC OXIDE  
insist on —



AND GET THE  
*Highest Standard of Purity*

WHOLESALE ONLY SUPPLIED  
ENGLISH MANUFACTURE  
USED THROUGHOUT THE WORLD

Guaranteed free from lead and arsenic. Its manufacture is supervised throughout by qualified chemists. Each particle size will pass 240 mesh with less than 0.1% residue.

We supply most Wholesalers, but should you have difficulty please contact

**H. LATTIMER** 22 UPPER GROUND  
BLACKFRIARS LONDON S.E.1

Telephone: WATERLOO 5800

Manufactured by FELLING ZINC OXIDE CO., LTD.





## FLAVOURS FOR PHARMACEUTICALS

The Flavour House with the  
Pharmaceutical Background

Let our 100 years of experience  
help in flavouring your new product

Please 'phone your enquiries  
to Clissold 1234



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## AUTOMATIC WATER STILLS

WITH THE NEW

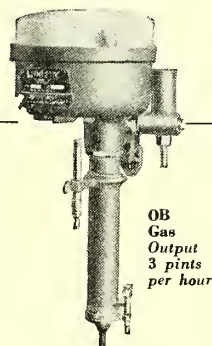
## VITREOUS FINISH★

The MANESTY OOB and OB Automatic Water Stills, gas, paraffin or electrically operated models, are now available in the new vitreous finish. Simply installed, Manesty Stills ensure a constant supply of fresh pure distilled water at extremely low running costs. No storage, handling or transport problems arise, and to save further floor space, a wall bracket is provided for each model.

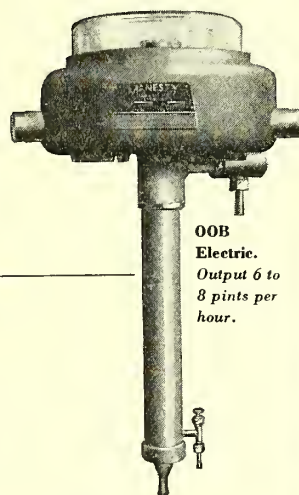
MANESTY STILLS are available for outputs ranging from 2 pints to 50 gallons per hour.

For further details send for our fully illustrated leaflets.

★ Vitreous enamelled hoiling chamber (inside and outside) Condenser Pipe, Wall bracket and Weir Chamber. Other fittings chromium plated.



OB  
Gas  
Output  
3 pints  
per hour



OOB  
Electric.  
Output 6 to  
8 pints per  
hour.

MANESTY Machines and  
Stills are now used in over  
sixty countries.

# MANESTY MACHINES LIMITED

DEPT. 5 · SPEKE · LIVERPOOL 19

Telephone: Hunts Cross 1972

Telegrams: Manesty, Liverpool 19

TABLET MACHINES · COATING PANS · GRANULATORS · MIXERS · PUNCHES and DIES





## A FIRST CLASS LINE



Sales of Tussola have increased considerably through recommendation. This cough preparation has for its basis a mixture of treacle, honey and liquorice with squill, peppermint and aniseed, etc., and a small dose of Pholcodine.

Pholcodine is considered to have all the advantages of morphine in the suppression of unproductive cough without its disadvantages. In its favour are its low toxicity and its lack of influence on bowel movement and tone; it is non-constipating and is well tolerated by children. It is also more active than Codeine, less toxic and has fewer reactions.

### PRICES

	Trade	Purchase Tax	Retail including P.T.
4 oz. Bottle	20/- doz.	6/- doz.	3/- each
8 oz. Bottle	31/- doz.	9/3 doz.	5/- each

Bonus and Crouner available

A PRODUCT OF *Cuxson, Gerrard & Co. Ltd.* OLDBURY, BIRMINGHAM

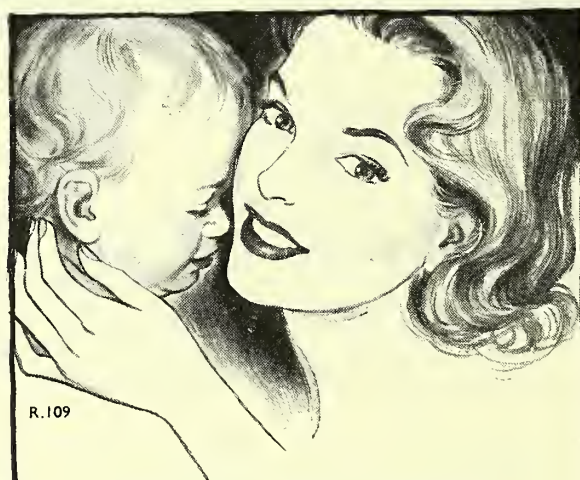
For an unusually efficient service in the supply of all Patents, Ethical Proprietaries, Drugs, Galenicals and sundries.

We deliver regularly to pharmacists in South Yorkshire, Nottinghamshire and Derbyshire.

**SMITH & HILL**  
(CHEMISTS) LTD.  
SIDNEY ST., SHEFFIELD, 1.  
Telephone: 28383 (5 lines)

**S&H**

**SHEFFIELD**



R.109

**Your customers are catching on to the ROZALEX habit—are you?**

An intriguing campaign for Rozalex barrier creams is appearing in the women's magazines. It's to remind women to make a habit of using these barrier creams regularly. Link up with these advertisements by displays—and how are your stocks of No. 1 cream for dry work, No. 8 cream for wet work?

*Supplied direct or through your usual wholesaler.*

ROZALEX LTD., 10 NORFOLK ST., MANCHESTER 2



# Picture of a Pharmacist . . .



. . . . with all the right answers

Here is a man with all the answers on magnesium chemicals.

The two books we sent him in response to an enquiry gave him complete information about our magnesium products — oxides, carbonates, hydroxides and trisilicates and told him something about the research organisation which has put and kept these products at the top of their class.

You are cordially invited to write or telephone for copies of these two booklets.



## THE WASHINGTON CHEMICAL CO. LTD.

*A member of the* TURNER & NEWALL ORGANISATION

**WASHINGTON, CO. DURHAM, ENGLAND**

Telephone: Washington 3333.

Telegrams: Chemical, Washington Station, England.

LONDON OFFICE. Empire House, St. Martin's le Grand, London, E.C.1. Telephone: MONarch 6898.

Telegrams: Pattprodex, Phone London.

MANCHESTER OFFICE. 74 Palmerston Street, Manchester 12.

Telephone: ARDwick 2876.

Telegrams: Pattprodex, Manchester.

*Agents throughout the world.*



# Good profits—



You don't have to stock Lastonet because there are no stock sizes. Each stocking is made (in nylon or cotton elastic net) to the patient's measurements. Hence the great Lastonet reputation for perfect fit. Two more good reasons for ordering Lastonet — quick delivery and excellent profit margin. Lastonet can be supplied against ordinary NHS prescription, and every stocking is guaranteed for 6 months. Write for stocking measurement forms and display material.

# no risk

LASTONET PRODUCTS LIMITED  
CARN BREA, REDRUTH, CORNWALL

QT4

*Lastonet*

ELASTIC NET STOCKINGS

## EPSOM SALTS

B.P.

and Technical Quality

Special Qualities for Bath and Veterinary uses. Special types of crystals matched and any degree of exsiccation to order

**HARRIS HART & CO. LTD.**

GREGGE STREET WORKS, HEYWOOD, LANCs

Grams: HARP Heywood, Lancs

## GLAUBER SALTS

B.P.

Pea or Feathery Crystals

ALL

SPECIALLY PACKED

FOR EXPORT

## THE WORLD'S GREATEST BOOKSHOP

**FOYLES**  
FOR BOOKS

NEW, SECONDHAND AND RARE

**BOOKS**

*Foyles have departments for Gramophone Records, Stationery, Handicraft Tools and Materials, Music, Magazine Subscriptions, Foreign Stamps.*

119-125 CHARING CROSS ROAD, LONDON, W.C.2

Gerrard 5660 (20 lines) ★ Open 9-6 (Thur. 9-7)

Two minutes from Tottenham Court Road Station

## BURNSIDE'S EUCALYPTUS OILS

Distilled in Australia from Eucalyptus leaves in accordance with the B.P. specification. W. K. Burnside Pty., Ltd., Melbourne, Australia offer:—

80/85% Rectified B.P.      Eucalyptol B.P.      70/75% Rectified B.P.

Oil Eucalyptus Dives 40/45%      Oil Eucalyptus Dives 90/95%

For the production of Thymol and Menthol

Oil Eucalyptus Phellandra—Phellandrene

For use in Antiseptics and Disinfectants

Agents for U.K.: **WILSON & MANSFIELD, LTD., 15 Philpot Lane, LONDON, E.C.3**

Phone: MANSION HOUSE 9264-5-6

(WHOLESALE ONLY)

Grams: WYFIELD, LONDON



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*full page or half page*

**Color-Glo advertisements**

*in full colour will appear this year in*

**WOMAN • WOMAN'S OWN  
PICTUREGOER • MODERN WOMAN  
VANITY FAIR • SHE • WOMAN AND BEAUTY**

Link up with this large scale advertising and take your share of the fast expanding market for Color-Glo. Write today for the Color-Glo show-card. When a woman makes up her mind to try Color-Glo she will look for it on your counter—and she will go a long way to find it.

*Color-Glo is made in the following delightful shades*

DEEP AUBURN • AUBURN • HONEY BROWN • GOLDEN CHESTNUT  
DOVE GREY • MOLTEN GOLD

Retail price 4/6 per bottle. Trade price 22/6 per dozen plus 90% tax.

**Color-Glo** TRADE MARK **LASTS THROUGH  
6 to 8  
SHAMPOOS**

From L'OREAL OF PARIS. The World's Greatest Makers of Hair Beauty Products.

From your usual wholesaler or from:

**GOLDEN LIMITED 7 Grosvenor Street W.I • Telephone : HYDe Park 1671/6.**

Trade Enquiries for the Republic of Ireland should be addressed to: Lilmar Pharmaceuticals Limited, Santry, Dublin.  
CG/3





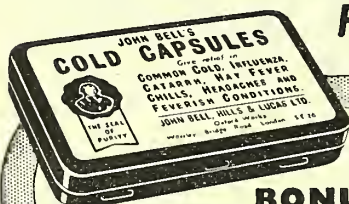
*Display-and you'll sell*

# JOHN BELL'S



## COLD CAPSULES

*For Influenza, Feverish Chills and Colds*



**BONUS TERMS  
AND DISPLAYS**

13 to the dozen for orders of 3 dozen or more, plus attractive display material that creates impulse sales.

Retail price 1/10½ (incl. Tax) per tin.

Trade 11/6 per dozen (P. Tax 3/5½).

**JOHN BELL, HILLS & LUCAS LTD., OXFORD WORKS, WORSLEY BRIDGE ROAD, LONDON, S.E.26**

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### "Eagle" Brand Chemicals

PHOTOGRAPHIC CHEMICALS  
SODIUM METABISULPHITE  
SODIUM HYPOSULPHITE  
(Crystals and Anhydrous)  
SODIUM SULPHITE  
(Crystals and Anhydrous)  
EPSOM SALTS B.P.  
GLAUBER SALTS B.P.  
PRECIPITATED SULPHUR B.P.  
ACCUMULATOR ACID

Enquiries Invited

**JOHN RILEY & SONS, LTD**  
HAPTON, NR BURNLEY

Grams: "Rileys" Hapton

Phone: Padiham 290/4



### HYDROGEN PEROXIDE

10 and 20 volumes in bottles. A wide range of packs and labels available.

### BARIUM SULPHATE B.P.

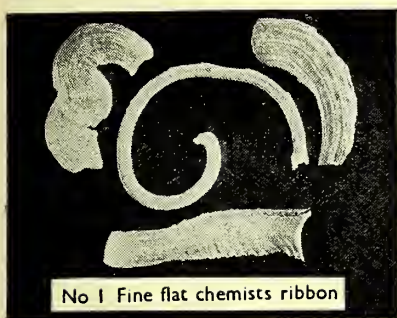
Bariform Brand Barium Sulphate for X-ray diagnoses is a fine white powder conforming to the B.P. Designed for the preparation of barium meals, it has excellent suspensibility and extremely fine particle size. It is also available as a rapidly dispersible paste.

**LAPORTE**

Laporte Chemicals Ltd., Luton. Tel: Luton 4390. Cables: Laporte, Luton



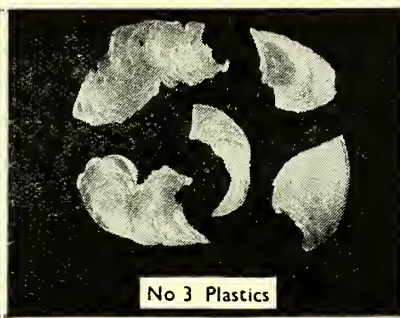
# TO MAKE SURE THAT THE GUM TRAGACANTH



No 1 Fine flat chemists ribbon

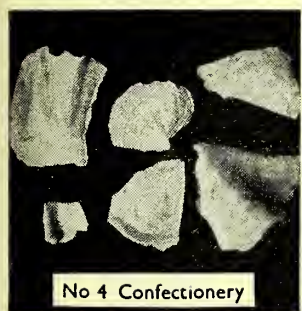


No 2 Face creams (Toilet preparations)



No 3 Plastics

**YOU USE IS ALWAYS OF THE SAME GRADE AND**



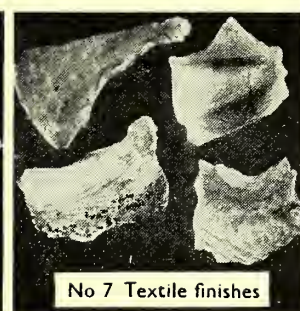
No 4 Confectionery



No 5 Leather finishes

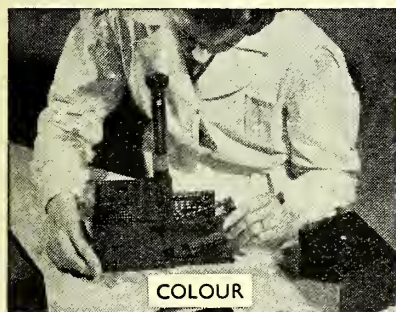


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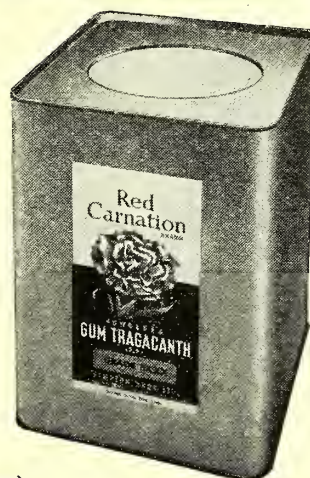
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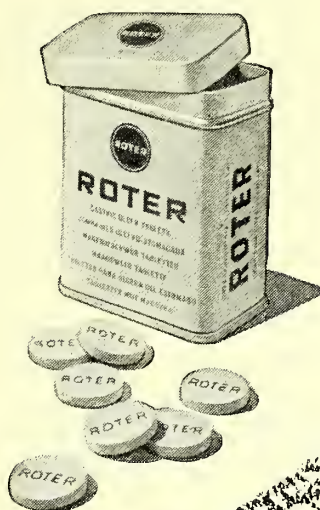
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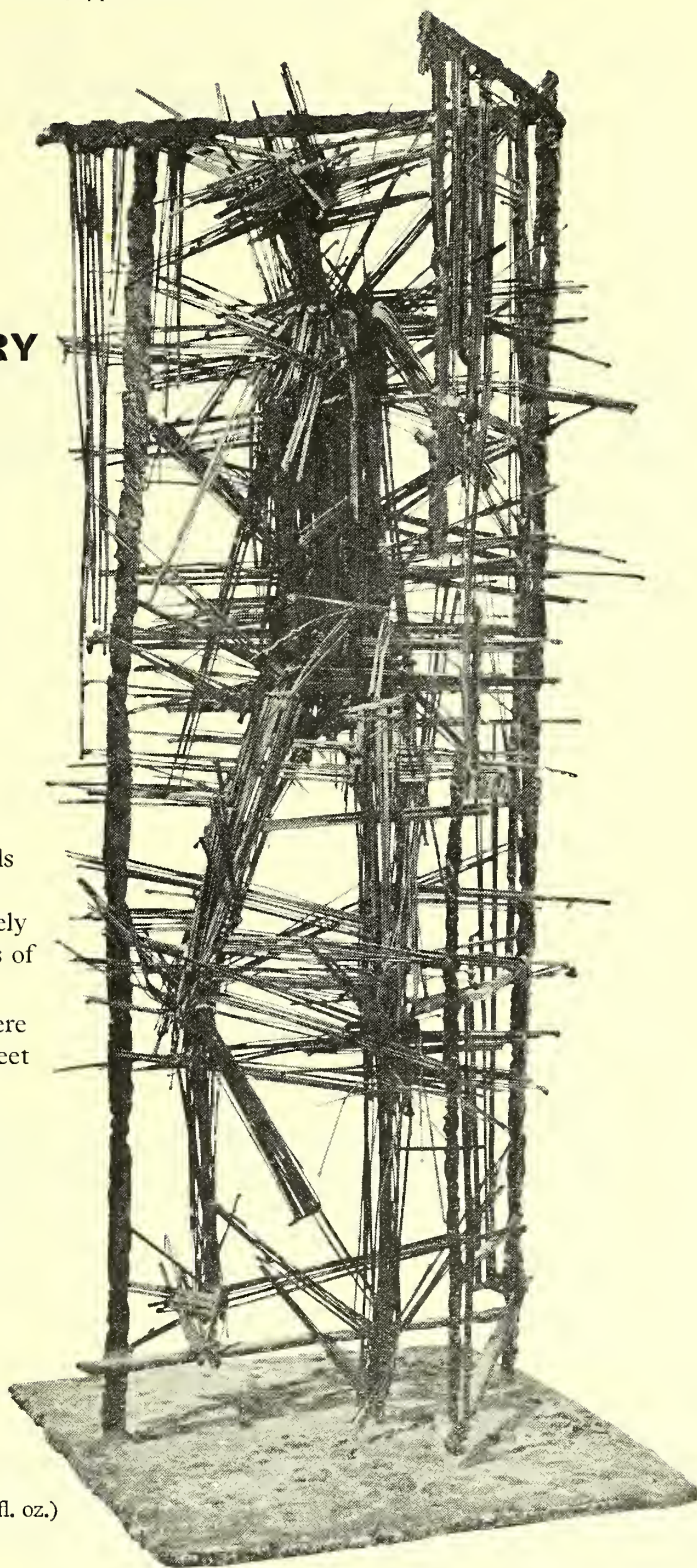
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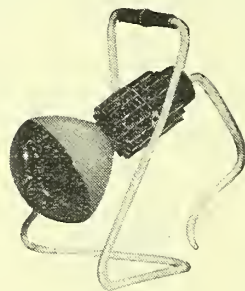
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C 1042

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C 1066

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C 1028

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C 7281

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C 352

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C 7321

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C 7308



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C 7310

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C 7315

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C 1045



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KINGSTON-ON-THAMES, SURREY.**

Interviews will be arranged in regional centres in the first instance.

C 7316

#### Situations Vacant—Continued

**TABLET MAKER.** A well-established firm of manufacturing chemists in North London invite applications from experienced tablet makers. The post is an interesting one and manufacture covers a wide variety of tablets. Pensionable, stating age, experience, salary required and addressed to the Manager. Box C 7304.

**TWO EXPERIENCED REPRESENTATIVES** or agents, for the Midlands and Scotland, required by leading chemists' sundries house. Distributing internationally known exclusive toilet requisites. Connections with departmental stores and retail chemists essential. Excellent opportunities for men capable of high earnings. Full details of sales career and if car owner to Box C 1070.

**TWO** directorships available to well-qualified medical representatives able to successfully detail new ethical proprietary. No investment required but appointment subject to satisfactory completion of probationary period of three months without salary. Box C 1053.

**YOUNG PHARMACIST** required as co-ordinator for veterinary sales and information department. Training in both sales and technical aspects of these departments will be given. As this company is expanding rapidly prospects will be good. Apply Personnel Officer, Bayer Products, Ltd., Neville House, Eden Street, Kingston, Surrey. C 7288

#### SITUATIONS WANTED WHOLESALE

**EXPERIENCED** medical and pharmaceutical representative, resident Sussex, seeks appointment with progressive company requiring medical detailing and/or pharmaceutical sales promotion in S.E. counties. Box C 1048.

**PHARMACEUTICAL ASSISTANT** (part qualified) seeks position with reliable pharmaceutical house as medical representative. Preferably in N. Ireland. Excellent references. Clear driving record. Car owner. Box C 1058.

**SALESMAN**, 25 years' experience in boxes, paper and toilet goods, young, energetic and enterprising, seeking post. Executive and administrative experience. Box C 7320.

#### AGENCIES WANTED

**AGENTS** with own vehicle to buy and sell on own account, exclusive and attractive lines for chemists, showing 20 per cent. margin, repeating regularly. Box C 1060.

**FOREIGN** manufacturers of chemical household specialities wish to appoint sole distributors for the U.K. Apply in first instance to Box C 7313.

#### BUSINESS OPPORTUNITIES

##### BIG BUSINESS—IN EMBRYO

Proprietor of handy medical "pick-up line," selling only locally at present but, by reason of unique mass-appeal advertising theme, likely to be nationally successful without the expenditure of vast sums in advertising, wishes to contact firm or individual who, if satisfied after examining particulars, would take over project for development free of cost on a royalty basis. Box C 1067.

**OUR FACTORY AT YOUR DISPOSAL.** We have modern facilities for the production, under your own Brand, of preparations like bath cubes, bath salts, powder in envelopes, perfumes, talcum powder, etc., as well as technical products, e.g., disinfectant blocks, moth repellents and agricultural tablets. Write Box A.C.33196, Samson Clarks, 57/61 Mortimer St., W.1. C 7069

#### MANUFACTURING CHEMISTS

wish to purchase outright or to market on royalty basis branded pharmaceutical, toilet, cosmetic or related products for home and export trade. Replies will be treated in strict confidence. Box C 7305.

#### WANTED

**LARGEST CASH BUYERS** of photographic equipment of every description, outdated film and paper, etc. Spears, 14 Watling St., Shudehill, Manchester, 4. Phone Blackfriars 1916. Bankers: Midland Bank, Ltd. C 341

**MEDICAL BOTTLES**, tablet bottles, closures and all types of packaging materials purchased. No quantity too large. Samples and full details to Noel Davold & Co., 9 Laurence Pountney Lane, Cannon Street, E.C.4. Mansion House 3951-2. C 178

**WANTED:** 5 tons each of ammonium chloride, Aspirin, B.P. Crude linseed fatty acids. Cotton seed pitch. Box C 7253.

**WANTED**, acetomenaphthone and menaphthone in substantial quantities. Offers to Box C 7317.

**WE WILL PURCHASE** for cash a complete stock, a redundant line, including finished or partly finished goods, packing raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone:—Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel.: Bayswater 4020 and 7692. C 140

#### MISCELLANEOUS SALES

**150 GRS.** 1 oz. (Beatson) Medical Flats and White Caps. Price 11/6 per grs. L.D. & Co., 9 Laurence Pountney Lane, Cannon Street, London, E.C.4. Tel.: Man. 3951. C 7309

**BRITISH SCHERING MANUFACTURING LABORATORIES, LTD.**, Macclesfield Road, Hazel Grove, Stockport, have for disposal 500 gross white 5 x 5 c.c. Ondula Ampoule Boxes complete with Chipboard Outlets to hold 10 boxes. Offers to be forwarded to the Production Controller. C 1055

#### LOOFAH SPONGES

8-10 in. long, 4/- a doz., post free. An Empire product. F. I. Scott, Myungwe Est., Namadzi. P.O. Nyasaland.

C 1031

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C 269



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Sperm oil and fish oil**

★ Please address detailed written offers under "Foreign Enterprise" to Box C.7298

#### Miscellaneous Sales—Continued

##### BOTTLES FOR SALE

4 oz., 1,000 gross, 8/- per gross.  
6 oz., 1,000 gross, 13/- per gross.  
And many others at bargain prices.  
Kindly let us have full particulars of  
your requirements and we shall be  
pleased to submit offers for your con-  
sideration.

##### Also 10,000 CARTONS

Corrugated Fiberite, new, perfect,  
18½ in. x 18½ in. x 5½ in. Price 9d.  
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**RELiance TRADING CO.,**  
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Phones: Kilburn 0581 & 0038.  
Grams: Gordon Kilburn 0581

C 7314

**CHEMISTS'** fittings, including drug-run, and  
various wall fittings. Apply, A. Wainstead,  
Ltd., 167 London Road, Mitcham, or phone  
Mitcham 0886. C 1068

#### MISCELLANEOUS

**SUPPOSITORY EXCIPIENTS "IMHAUSEN"**  
—in five different grades to suit individual needs  
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C 533

**IMITATION JEWELLERY**, Jodez (Manches-  
ter), Ltd., 8/10 Shudehill, Manchester, 4, offer  
again a wonderful selection of the newest  
Autumn and Xmas lines in Diamante, Mar-  
casite, Gilt, Pearls, Sets, etc. Sample parcels from  
£5 upwards (c.o.d. or two references). C 7202

#### TRADE MARKS

The Trade Marks set out below were  
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Derby Road, Loughborough, on the  
14th October, 1957, so far as con-  
cerns the right to the exclusive use of  
the Trade Marks in relation to goods  
for export to and sale in all coun-  
tries except the United Kingdom and  
Republic of Ireland to Deutsche  
Milchwerke Dr. A. Sauer, K.G., of  
Zwingenberg, Bergstrasse, German  
Federal Republic, **WITHOUT THE  
GOODWILL OF THE BUSINESS IN  
WHICH THEY WERE THEN IN  
USE.**  
Regd.

No.	Mark	Goods
551834	FISSAN	Chemical sub- stances prepared for use in medi- cine and phar- macy.
558112	FISSAN	Perfumery (in- cluding toilet ar- ticles, prepara- tions for the teeth and hair, and perfumed soap).
567167	FISSANAL	Chemical sub- stances prepared for use in medi- cine and phar- macy.
567388	FENSAN	Medicated pre- parations for ex- ternal human use.

C 1061

#### SALES BY AUCTION

**B. NORMAN & SON,**  
2/5 Little Britain (close to G.P.O.),  
London, E.C.1,  
will Auction on Wednesday, Novem-  
ber 20, at 1.30 p.m., light oak and  
other **CHEMISTS' SHOP FITTINGS**,  
Drug Runs, Nests of Drawers, Glass  
Counters, Tall Boys, National Cash  
Registers, Office Desks, Typewriters,  
etc.  
View day prior. Catalogues available.  
Tel.: Mon. 8501. C 7312

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##### DRUGS AND PHARMACEUTICAL PREPARATIONS

The Hospital Management Committees  
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A panel of suppliers from whom ten-  
ders will be invited is in course of  
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H.M.C., Hackney Hospital, London,  
E.9. C 7311

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wan 355. C 274





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